

# THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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OCTOBER 15, 1927

Reference Dept.  
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## THE CASING HOUSE

HOG — BEEF — SHEEP  
CASINGS

**BERTH. LEVI & Co., Inc.**

ESTABLISHED 1882

NEW YORK  
BUENOS AIRES

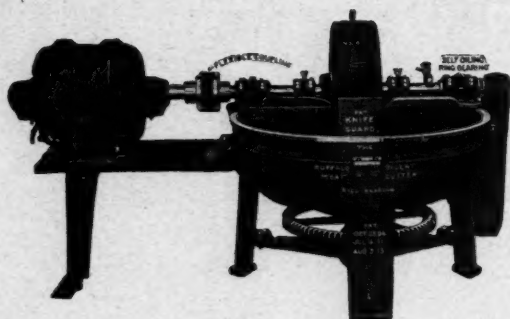
CHICAGO  
HAMBURG

LONDON  
WELLINGTON

Mince Meat — Prepare for the Winter Trade

Directions  
on page 28

# "BUFFALO" Silent Cutter



## The Backbone of a Profitable Sausage Business

**Q**UANTITY sausage-making is **FIRST** of all a matter of using the right machines.

With a "BUFFALO" Silent Cutter the sausage maker is certain of the highest grade product, because this machine cuts the meat fine and flaky, leaves no lumps or cords and doesn't heat or mash the meat.

And it cuts faster and turns out a better finished product in less time and at a lower cost than any other method.

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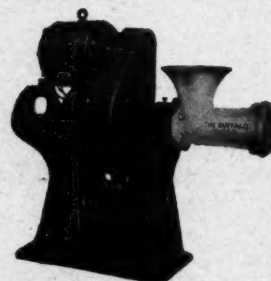
# BUFFALO

SILENT  
CUTTERS  
GRINDERS  
MIXERS  
STUFFERS

*Backed by 57 years' experience building  
quality sausage making machines*

Also Manufacturers of these Quality  
Sausage Making Machines

"BUFFALO" Meat Grinder



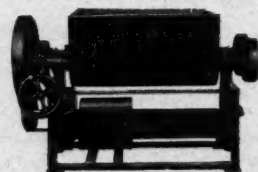
No more Grinder troubles when you  
install a "BUFFALO."

"BUFFALO" Air Stuffer



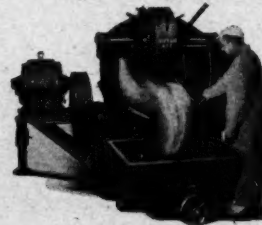
Most sanitary stuffer on the  
market.

"BUFFALO" Meat Mixer



Mixes meat most thoroughly  
in least time.

"BUFFALO" Self-Empty-  
ing Silent Cutter



Cuts and empties a bowl of meat  
in 4 minutes.



# THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

PUBLISHED EVERY SATURDAY

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Vol. 77

Chicago and New York, October 15, 1927

No. 16

## Packers Talk About Meeting the New Competition

### Complete Program of Convention of Institute of American Meat Packers To Cover This Vital Topic Fully

An outstanding program has been completed for the 22nd annual convention of the Institute of American Meat Packers to be held at the Hotel Stevens, Chicago, October 21-26, 1927.

Modern developments affecting practically every phase of the packing business, including livestock production, will be discussed by leading authorities.

The general subject of the convention is "Meeting the New Competition."

There is every indication that the attendance will be equal to that of the last two years, with many packers accompanied by their wives and other members of their families.

For them delightful entertainment features have been arranged—the concert and tea on Sunday, October 23, the dinner dance on Monday night, and for the ladies the theater party on Wednesday night and for the men the annual dinner.

Three widely-known men are to make important convention addresses.

Merle Thorpe, editor of "The Nation's Business," will talk on "The New Competition," on Friday morning, October 21, before a joint meeting of the packinghouse department heads who will gather to attend the nine sectional meetings on October 21 and 22.

John R. Mohler, Chief of the Bureau of Animal Industry, U. S. Department of Agriculture, will talk at the Monday afternoon general convention session on "Production of Raw Materials." At the same session, H. E. Howe, Editor of the Journal of Chemical and Industrial Engineering, will speak on "Research and Development."

Several other well-known men from outside the packing industry will speak on the convention and sectional meeting programs, along with many

of the best-informed men in the packing business.

The complete program follows:

#### Sectional Meetings

Hotel Stevens.

FOR DEPARTMENT HEADS AND COMPANY EXECUTIVES

Friday Morning, October 21.

Operating Section, 10:30 a. m.  
Traffic Section, 10:30 a. m.

Friday Afternoon, October 21.

Scientific Section, 2:00 p. m.  
Sales and Advertising Section, 2:30 p. m.  
Purchasing Section, 1:30 p. m.  
Live Stock Section, 3:00 p. m.  
Engineering and Construction Section, 1:30 p. m.

Saturday Morning, October 22.

Accounting Section, 10:00 a. m.

Industrial Education Section, 10:00 a. m.  
Scientific Section (continued), 10 a. m.

#### Convention Sessions

Monday Morning, October 24.

FIRST GENERAL CONVENTION SESSION, 10 A. M.

Presiding, Oscar G. Mayer, President of the Institute.

Call to Order, The Chairman.

Address of the President, Mr. Mayer.

Report of the Executive Vice-President, W. W. Woods.

Report of the Treasurer, John T. Agar.

Award of Prizes, H. P. Henschien, Chairman, Special Committee on Prize Contest for Ideas.

Presentation of Gold and Silver Jubilee Buttons, E. A. Cudahy, Jr., Vice-President, Institute of American Meat Packers.

Appointment of Convention Committees.

SPECIAL CONVENTION LUNCHEON, 12:30 P. M.

Monday Afternoon, October 24.

SECOND GENERAL CONVENTION SESSION, 1:30 P. M.

Presiding, Thomas E. Wilson, Chairman, Institute Plan Commission.

Subject: "Meeting the New Competition in Manufacture."

1. Production of Raw Materials, John R. Mohler, Chief, Bureau of Animal Industry, U. S. Department of Agriculture.

2. Operations, R. F. Eagle, Assistant to the President, Wilson & Company.

3. Research and Development, H. E. Howe, Editor, The Journal of Chemical and Industrial Engineering.

4. Organization and Personnel, E. T. Filbey, Director, Institute of Meat Packing.

Monday Evening, October 24.

STEVENS HOTEL, 7:30 P. M.

DINNER WITH DANCING AND ENTERTAINMENT.

Tickets (five dollars the plate) may be ordered in advance or obtained at the registration desk. Members, associate members, the ladies of their immediate families, and guests of the Institute are eligible.

Tuesday Morning, October 25.

THIRD GENERAL CONVENTION SESSION, 10 A. M.

Presiding, John J. Felin, Vice-President of the Institute.

Subject: "Meeting the New Competi-

#### Packers' Convention Number

Every year the entire industry watches for the annual Packers' Convention Number of THE NATIONAL PROVISIONER, reporting the annual meeting of the Institute of American Meat Packers and its attendant features.

This big Convention Number is a report, a picture gallery, and an industry year book all in one.

The convention dates this year are October 24-26. The place is Chicago and the headquarters are at the new Hotel Stevens.

The date of the Packers' Convention Number is October 29. You get your story "right off the griddle."

Orders for extra copies of this issue must be received by October 29 or they cannot be filled. Address THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

tion in Packinghouse Accounting and Finance."

1. Cost and Expense Control Through Accounting Analysis, George E. Fraser, Member: Fraser and Torbet.

2. Accounting as a Service to the Entire Organization, Warren H. Sapp, General Auditor, Armour and Company.

3. Finance, George E. Putnam, Economist, Swift & Company.

SPECIAL CONVENTION LUNCHEON, 12:30 P. M.

#### Tuesday Afternoon, October 25.

FOURTH GENERAL CONVENTION SESSION,  
1:30 P. M.

Presiding, Frederic S. Snyder, Vice-President of the Institute.

Subject: "Meeting the New Competition in Buying, Marketing and Advertising."

1. Modern Purchasing, John C. Dinsmore, Secretary, Chicago Association of Purchasing Agents.

2. Changing Methods in Domestic Marketing, E. C. Merritt, General Manager, St. Louis Independent Packing Company.

3. Advertising (to be announced).

#### Wednesday, October 26.

CONFERENCE ON EDUCATION AND INDUSTRY  
MANDEL HALL, UNIVERSITY OF CHICAGO  
FIRST SESSION, 10 A. M.

Presiding, Max Mason, President, University of Chicago.

Subject: "The Industrial Situation—The Outlook for 1928."

"Relationship of Risk-Bearing Institutions to Modern Industry," Frederick H. Ecker, Vice-President, Metropolitan Life Insurance Company, New York City.

"Finance," B. M. Anderson, Jr., Economist, Chase National Bank, New York City.

Luncheon at the University.

SECOND SESSION, 2 P. M.

Presiding, Thomas E. Wilson, Chairman, Institute Plan Commission.

"The Automobile Industries," H. H. Rice, assistant to the President, General Motors Corporation, Detroit, Mich.

"The Sugar Industries," Rudolph Spreckles, President, the Federal Sugar Refining Company, San Francisco, Calif.

#### Wednesday Evening, October 27.

Annual Banquet, Palmer House, 7 p. m.  
Ladies' Theatre Party, "The Spider,"  
Olympic Theatre, 8 p. m.

### New Equipment Exhibits

Considerable interest is being shown by packinghouse equipment manufacturers in the exhibit of packinghouse mechanical aids of recent origin which will be held at the Stevens Hotel, Chicago, in connection with the annual convention of the Institute of American Meat Packers.

Already a sufficient number of booth reservations have been made to assure an interesting exhibit.

The exhibition will be limited to exhibits of mechanical aids to the packing industry recently developed, or now in the course of development, and new developments or new attachments for machines which have been in general use.

The only exception to this policy is that associate members of the Institute will be permitted to exhibit packinghouse supplies. Exhibits of supplies, as distinguished from exhibits of real mechanical aids, will not be received from manufacturers not holding associate memberships.

### Entertainment Features

The annual feature of the Institute's convention entertainment—the dinner dance—will be held this year in the luxurious Grand Ball Room of the Stevens Hotel. It has been pronounced one of the most beautiful ball rooms in the country, and it also is one of the largest.

Entertainment features of the highest grade are being arranged, and the dance music will be played by one of Chicago's leading orchestras. The tickets will cost \$5.00 per person. All members and associate members, and those of their immediate families who come to the convention, are invited to attend, together with special convention guests.

The entertainment program will open with a concert and tea at 3:00 o'clock Sunday afternoon in the concert room of the Stevens. A special musical program is being arranged.

The annual banquet for the men and the theater party for the ladies come on Wednesday evening. The banquet will be held at the Palmer House.

The theater party will attend "The Spider," a sensational mystery play which has been hailed enthusiastically by the most severe of the dramatic critics. The very nature of the play forbids further description. It is a play of pleasant thrills and surprises and mystery.

Ticket application cards are being mailed to all member companies of the Institute, in order that the Institute may know in advance how large a crowd to expect for each of the entertainment events.

### More Sectional Programs

The complete programs of the Industrial Education and Accounting sectional meetings are announced for the first time. Both meetings will be held Saturday morning, October 22.

#### Experts on Accounting.

Three subjects will be discussed at the Accounting meeting. Of special interest will be talks by Oscar G. Mayer, President



CHARLES E. SNYDER.

Editor Chicago Daily Drovers Journal, who will talk before the Live Stock Section on "Prospects for the Live Stock Market During the Next Packing Year."

of the Institute; G. M. Pelton, Swift & Company, and Howard C. Greer, Director of the Institute's Department of Accounting, who will speak on "The Work of the Institute's Department of Accounting."

This new Department, of which H. C. Greer recently was appointed director, is functioning actively. At the meeting heads of member companies' accounting departments will have an opportunity to become familiar with its services.

E. W. McCullough, Department of Manufacture, U. S. Chamber of Commerce, will discuss "Accounting Progress."

The third subject will be "What Service the Accounting Department Should Render to the Executive." Frank M. Firor, president of Adolph Gobel, Inc., Brooklyn, N. Y., and Joseph P. Murphy, vice-president of the Blayney-Murphy Company, Denver, Colo.—both will discuss this subject.

J. H. Bliss is Presiding Chairman of the section and L. B. Dorr is Program Chairman.

#### Industrial Education Round Table.

The Industrial Education Section will hold a round table meeting of interest to personnel directors. The subject of the meeting will be "Packing Plant Supervision."

For some years past a number of member companies of the Institute have been engaged in training their foremen and other supervisory officers through plant courses and conferences, or through cooperation with outside education agencies. In order that the Department of Industrial Education may have the benefit of the combined experience of the membership before going forward with the preparation of training material in this field, it has been deemed advisable to call this Round Table Conference for a discussion of the general problem. All members are invited to participate.

#### Sales and Advertising Topics.

George D. Olds, Jr., general sales manager of the Hills Brothers Company, New York City, will be one of the five speakers at the convention meeting of the Sales and Advertising Section. Instead of discussing methods of compensation, as previously announced, Mr. Olds' subject is "The Distribution of Meat as Viewed by a Salesman from Another Industry." This will contain many points of interest and value to the heads of packinghouse sales and advertising departments.

Mr. Olds is one of the outstanding sales executives of the country. As a merchandiser of foods—dates, coconuts, figs, nuts, and canned grapefruit—he is closely in touch with the consumer market for foods and with successful methods of selling foods. He has had a varied experience in business. His first position was with a retail dry goods merchant as assistant buyer. He then became associated with a shoe manufacturing concern. Following the world war he entered the employ of Hills Brothers, starting in the factory.

H. G. Kenagy, Director of Training, Armour and Company, will talk on "The Advantage and Importance of Technical Instruction for Salesmen on the Merits of Meat Products."

"Better Merchandising" will be discussed by Fred Penne of the Cudahy Packing Company. J. N. Scully, Secretary of the Jacob Dold Packing Company, will be the fourth speaker, his subject being "Lessons from the Ham Campaign."

The meeting will be held on Friday afternoon, October 21. F. W. Keigher is Presiding Chairman, and the program committee is composed of F. G. Duffield, George R. Cain, and W. F. Courtney.



## Tax Rulings Affecting Meat Packers

### Recent Supreme Court Decisions on Income Tax Matters Which Are of Interest to the Packing Industry

The average executive of a meat packing plant is a busy man. His time is fully occupied with problems of management and policy connected directly with the operation of the business.

He does not have the time to study and become familiar with all phases of the income tax law and its many regulations. Nevertheless the subject is an important one to all businesses, and particularly to those of any magnitude.

The filing of an income tax report is not to be done carelessly. If the regulations are not known and complied with, and if advantage is not taken of the deductions permitted, trouble and expense will invariably result.

Several decisions on the income tax have been made recently by the United States Supreme Court with which packers should be familiar. These are reviewed here by an expert. He also gives some good advice which, if followed, will simplify the filing of income tax reports, prevent complications with the government, and perhaps save the packer trouble, inconvenience and expense.

#### Avoiding Tax Difficulties

By W. B. Swindell, Jr.

Quite recently some decisions have been made by the United States Supreme Court which are of particular interest to packers.

In one of these decisions the court held that for the years 1917 and 1918 assessment made within the five-year period could not be collected by distraint proceedings begun after the expiration of such period. Under this decision assessments paid in this way may be refunded if a claim for refund is filed within four years from the time payments were made.

Bear in mind, however, that this decision would not affect assessments made under the 1924 and 1926 acts, because both laws allow an additional six years for the collection of a tax assessed within the statutory period.

This point is not discussed in detail because the technicalities of the law will be confusing to those who have not had a great deal of experience with tax matters. Suffice it to say that, where the government has collected taxes by such distraint proceedings after the statute of limitations has run, a refund is due.

#### Distraint Proceedings Explained.

Many will not know what is meant by distraint proceedings. If any person liable to pay a tax neglects or refuses to pay it after demand, the amount is a lien in favor of the United States, carrying interest, penalties and costs that may accrue.

The United States government, under the law, may use this lien by going through what are called distraint proceedings. Under a distraint proceeding it is not necessary to go to court, and have a judgment granted in favor of the government.

The government has a form which it calls a warrant of distraint, and this is served on the taxpayer in accordance with the mode of procedure which is in use in the particular state or territory in which the taxpayer resides. When service has been had on the taxpayer the government, after following out the procedure required by the law, may go ahead and sell the property for taxes.

In commenting on the methods of collecting money from taxpayers the United States Supreme Court said: "There are two methods of compelling payment. One is suit, a judicial proceeding; the other is distraint, an executive proceeding." In other words, a distraint proceeding is a method for the government to get taxes which are due without going through the courts. Perhaps that is the simplest way to put it.

While the government has not announced its intention with respect to this decision, it is binding on the Income Tax Unit, and will undoubtedly be followed by it.

A word of advice to packers along this line:

#### Get Advice Before Signing Papers.

In a number of cases, the government has, by threatening to use the weapon of distraint proceedings, induced taxpayers to sign waivers of their rights under the statute of limitations. It is suggested that before signing any such waivers auditors or counsel be consulted. Or if you do not

have connections of this sort, consult with some reputable auditors or tax practitioners.

The government has its rights under the revenue laws, and the taxpayer has his. It is not contemplated by the various acts that the government can come back at the taxpayer and force him to give up rights without consideration, and there are various means of defense under such a procedure.

Furthermore, consents, agreements, or any documents of this nature should not be signed without first going thoroughly into the matter. There is a recent case where a man sent his check to the government immediately upon receipt of the report by the examining auditor. In fact, he sent his check directly to the auditor. He was entirely wrong and premature in both instances.

#### Send Checks Only to Collector.

In the first place, the taxpayer is not supposed to send a check to the government until he has received instructions to this effect from the Collector of Internal Revenue.

In the second place, he should not send any money in to the revenue agent's office, which is really a sort of auditing branch of the income tax administration, and has nothing to do with actual collections. That part of the work is done by the collector.

In the case mentioned the agent sent the check back to the taxpayer, informing him that the revenue agent's office is not supposed to collect money, and that the taxpayer is not supposed to pay money until specifically requested so to do by the collector.

In another recent case a concern signed a consent to an additional assessment without going into the matter at all, stating at the time that they knew the government would not do anything that was not just right, and therefore they would simply take the government's word for it.

This is a very patriotic point of view. But it is best always to look after your own interests in cases like these. The government has thousands of cases to handle, and it is natural that it could not give as much thought and attention to the protection of individual interests in the case as could the taxpayer or his own counsel.

There are many meat packers who read this article who have received additional assessments by the government, or who have tax cases pending in some form. This article is intended for their information as much as for those who are filing income tax returns, or who contemplate filing them very soon.

#### How to Deduct a Year's Loss.

Whenever the time for filing returns comes around, whether it be for fiscal

#### Knowing Regulations Will Save Money

Are you taking advantage, Mr. Packer, of all of the provisions of the income tax law and its regulations?

For example:

A net loss for any one year is deductible on your return against the subsequent year's net incomes.

If you sustained a loss in 1926, this loss may be taken against the net income of 1927.

If your net income for 1927 is not great enough to absorb the loss sustained in 1926, the remainder of the net loss may be forwarded against the net income for 1928.

No loss can be carried forward for a longer period than two years.

It does not pay to guess about details of the income tax law. If no employee in your organization is familiar with the requirements, get the help of an expert before filing your income tax report.

year or for the regular current year, one thing should be kept carefully in mind. **A net loss for one year is deductible against the subsequent year's net income.**

For example, if you sustained a net loss in the fiscal year ended Nov. 1, 1926, you can take this loss against your net income for the fiscal year ended Nov. 1, 1927. If it should happen that your net income for this latter year is not enough to absorb the loss sustained in 1926, you may take the remainder of that net loss forward against the year ended Nov. 1, 1928.

You may not take any net loss forward for more than two years. In other words, you could take a net loss of 1925 in 1926, and if 1926 did not absorb it, you could carry it forward to 1927, but you could not take it into 1928. The limit is two years.

In connection with the matter of depreciation a great many decisions have been made recently, but they are of such varied character that it is not worth while to mention them in detail here. The best thing for the packer to know in connection with this point is that, if he supports his deductions properly, the government is very apt to accept his viewpoint.

#### Packers' Equipment Depreciates Rapidly.

No cases are known that have been disallowed on depreciation where there has not been a glaring failure to support the deductions taken for this item.

The packing industry has peculiar depreciation problems. It has certain properties which are exhausted very quickly, and the very nature of the business causes a number of its assets to depreciate rapidly. These facts should always be taken into consideration in filing tax returns.

Remember that where a concern has been in business for a number of years, it is the best judge of the life of its various types of equipment.

Scarcely a month passes but the Board of Tax Appeals makes some sort of ruling on depreciation. As it happens, not one packer's case is recalled which has been before the board on the matter of depreciation. Many, of course, have been ruled on by the tax administration.

This fact may be taken to mean that packers have been rather well satisfied with their dealings with the income tax unit.

#### Rulings on Salary Allowance.

Two more decisions have come in recently from the United States Board of Tax Appeals, both of them dealing with the matter of salaries. In one case a salary allowance which was in dispute between the taxpayer and the government was permitted the taxpayer by the board. In the other case, the salary deduction was thrown out as being excessive, and the figure suggested by the Commissioner as a proper compensation for the officer for that year was accepted.

In order to be allowed as a proper deduction by the government, salaries must be for services actually rendered, and they must be reasonable. Keep these two things in mind and you are not apt to have trouble on this question.

Finally, one very important thing in dealings with the government should be

remembered. Keep a copy of everything filed with the government except checks. All checks come back later, so copies are not needed. But when a waiver, tax return, claim for refund, an offer in compromise, or any other document is filed with the government, keep a copy for your own files.

Occasionally the government loses, or rather misplaces, things which are filed with it, and unless the taxpayer has a copy it is often difficult to prove that such a paper has been filed.

#### Get Receipts for Everything.

The safest way to do is to get a receipt from the government for everything that is filed. This is usually possible, and very few instances are known where the collectors or other agents have refused to give receipts for things which were filed with them. When you have your receipt, bind it or pin it securely to copy of the document which is filed. This will be a very effective answer to any contention that it has not been filed.

The government is not infallible. It has hundreds of thousands of letters, returns, claims and other documents which have been filed by the taxpayers, and it is natural that some out of all these should be misplaced, at least temporarily. Therefore, the only safe policy to follow is to keep a copy of everything, and to get a receipt in every case possible.

### Keep Your Books Right

**Payment of income tax by the business man is something that cannot be avoided.**

**In making income tax schedules much good temper has been spoiled, many good dollars have been wasted, much injustice has been done.**

**All because it was too much trouble to keep records!**

**If a business is worth having it is worth knowing about.**

**It is necessary to know how things are going from one period to another; the amount of stock on hand; how much depreciation is being suffered from year to year.**

**These and many other equally important matters are taken care of in properly kept records.**

**If such records are not kept, you can't begin too soon.**

**Good suggestions for both packer and retailer bookkeeping practices can be secured by subscribers upon application to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, enclosing a 2c stamp.**

#### TRADE GLEANINGS.

The San Marcos Oil Mill, San Marcos, Tex., was damaged by fire recently.

The plant of the Frost Cotton Oil Co., Frost, Tex., was damaged by fire recently. Construction work has started on a cottonseed oil mill to be erected in Electra, Tex.

The Whiteboro Oil Mill, Whiteboro, Tex., is making extensive improvements to its plant.

The Plainview Cotton Oil Co., Plainview, Tex., is planning the installation of new equipment.

The Cudahy Packing Co. has installed additional refrigerating machinery in its plant at Charleroi, Pa.

Wirz & Wardman, provision dealers, Washington, D. C., has recently installed a new refrigerating machine.

The sausage factory of Meyer Bros., Ironwood, Mich., will resume operations in the near future. Walter Meyer will be in charge.

It is reported the plant of Metzger Brothers, Paducah, Ky., sausage makers and wholesale meat dealers, was recently damaged by fire.

The plant of the Hunt Cotton Oil Co., Wolf City, Tex., has been purchased by John T. Middleton and associates in the Texas Refining Co.

The El Paso-Globe Cotton Oil Co., El Paso, Tex., is planning to erect a refinery in connection with its plant. The project will cost in the neighborhood of \$12,500.

The motorship Sierra arrived in Seattle from Alaska recently with a cargo of 5,000 reindeer carcasses. The cargo was consigned to the Lomen Reindeer Corporation.

A new building will be erected by the Badger Sausage Factory, Milwaukee, Wis. The new home of the company will be one story high, 60 feet by 160 feet and will cost \$24,000.

The Northwest Meat Packing Association, Bellingham, Wash., has been incorporated with a capital stock of \$30,000. S. W. Worthan, J. G. Summerville, E. W. Sinnes, George W. Knittel and D. W. Bender are the incorporators.

Reorganization of the Holland Packing Co., Holland, Mich., is to be brought about, it is said. The capital of the company will be \$25,000. Those interested are W. L. Eaton, Chicago, John Boons, Holland, Mich., and Thomas N. Robinson, Holland, Mich.

The A. Haberman Provision Co., Cleveland, Ohio, will move its plant and office from 2310 Broadway S. E. to new buildings which it will erect at 1634 East 78th street. Among the buildings will be a sausage factory to cost \$85,000 and an office building to cost \$35,000.

Reports from London indicate the formation of an international syndicate which has acquired the controlling interest in Jurgens, Ltd., and Van Den Berghs, Ltd., in all countries in which these margarine companies operate or have properties. These two concerns together control practically the entire margarine trade of Europe. They have been aggressive rivals for many years.

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for Animal By-Product Liquors*

**Swenson Evaporator Company** (Subsidiary of Whiting Corporation) **HARVEY, ILL. (Chicago Suburb)**

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# THE NATIONAL PROVISIONER

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## No Time to Speculate

It is no secret that fair and legitimate  
profits have been strangers to many meat  
packers for some time past.

The reason is plain. Those packers who  
have been operating at a loss, or at best  
for the little, if any profit, have been buy-  
ing live hogs at prices greater than they  
could secure for the processed hog.

It is obvious such a practice cannot be  
continued indefinitely. Either the packer  
must buy only such hogs as his trade de-  
mands and that will cut out at a profit at  
present meat and product prices, or he  
must get better prices for the meats and  
products he sells.

A new year in the meat packing industry

is approaching. It is not too early at this  
time to take stock of the situation, to  
analyze conditions and to take such steps  
as give promise of bettering the situation.

It is an economic law that the price of  
any product is established by the price of  
the surplus.

For the greater portion of this year  
there has been a surplus of meats and meat  
products, particularly pork, much greater  
than normal. While there was an en-  
couraging reduction of these stocks on  
Oct. 1 of this year as compared with the  
same date a month earlier, there is no  
indication or promise that they will decline  
sufficiently during the next few months to  
relieve the situation materially.

That these huge storage stocks have  
been due primarily to the reduced export  
demand is well known. With Europe  
taking less meat and lard, there remained  
more to be consumed in this country, and  
this in the face of the fact that per capita  
meat consumption is decreasing rather  
than increasing.

It appears that little can be hoped for in  
the way of a greatly increased meat con-  
sumption in this country, particularly in  
view of the fact that there is little dispo-  
sition to secure an increase by consistent  
and persistent coordinated efforts. We  
must look to the export situation, there-  
fore, as a guide to what the immediate  
future holds forth.

What are the prospects in this direction?

So far as the facts are available at this  
time, there is nothing encouraging in  
sight. Europe has been taking less of our  
meats and lard because she has been pro-  
ducing more.

And from all information available, hog  
population there is increasing. Denmark,  
the principal hog raising country of  
Europe, had about 2,500,000 hogs in 1925.  
This year, according to official figures, she  
has in excess of 3,700,000. Unofficial  
figures from other European countries  
indicate a growing rather than a decreas-  
ing hog population.

On top of all, it appears there will be a  
greater number of hogs marketed in this  
country next year than were marketed  
last. Some estimators say there will be  
fifteen per cent more, some predict a  
smaller percentage of increase, but practi-  
cally all agree there will be more hogs  
raised and placed on the market.

Now is a good time to buy only such  
raw material as one's trade demands, and  
no more. There is always danger in specu-  
lation, but it would seem that there is  
great danger at this time. The packer  
who plays a straight business game during  
the next few months at least will be better  
off, it now appears, than the man who

tries to beat the market with all the cards  
stacked against him.

And, as never before, there is an oppor-  
tunity for the packer who will work a little  
harder to merchandise his products, to  
make better and more uniform products  
and to offer them for sale in neat, attrac-  
tive and cleanly ways.

If people cannot be induced to increase  
their per capita consumption of meats and  
meat products, they will at least favor the  
packer who makes an earnest effort to get  
their patronage and to give them good  
values and the kinds of meats and service  
that appeal to them.

And in making plans for the coming  
year, it would be an excellent idea to over-  
haul plant methods, processes and equip-  
ment. Inefficient methods and equipment  
are expensive in the best of times, but  
they should not be tolerated under any  
circumstances under the conditions exist-  
ing.

## Meat Displays Are Popular

Educational meat exhibits in the East-  
ern section of the country are attracting  
more widespread and favorable attention  
than ever before, according to the Na-  
tional Live Stock and Meat Board, spon-  
sor of meat exhibits through the country.

Comprehensive exhibits held recently at  
the New York State Fair and the Eastern  
States Exposition brought a flood of ver-  
bal and written praise. A large number  
of complimentary letters have been re-  
ceived from both producers and consumers  
urging continuance and expansion of this  
work.

For the first time in its history the  
Eastern States Exposition, held in Sep-  
tember at Springfield, Mass., supported a  
meat exhibit. Meat was given further  
prominence through special arrangements  
whereby two dining cars were stationed  
on the fair grounds, and daily served  
tempting meals featuring New England  
produced graded and stamped beef.

The meat exhibit was stationed in the  
new industrial arts building. It featured  
beef graded and stamped as provided by  
the new government service; also whole-  
sale and retail cuts of lamb and pork.  
The meat exhibit at the New York State  
Fair at Syracuse was somewhat similar  
to the Eastern States Exhibit which im-  
mediately followed it.

The results of exhibits such as these  
held in heavy consuming areas cannot be  
definitely measured. It is certain, how-  
ever, that an unlimited amount of good  
is done in an educational way, as thous-  
ands of housewives visit the displays, and  
it is the housewife who must be reached  
with meat education.

# PRACTICAL POINTS FOR THE TRADE

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## Making Mince Meat

A meat manufacturer in the East wants to add mince meat to his list of specialties, and desires to know how to make a good quality of this product. He says:

Editor The National Provisioner:

At this season of the year there is quite a demand for mince meat. We will appreciate formula and directions for making a first-class product.

Following are three mince meat formulas, any one of which will produce a high-class product.

### A High-Grade Formula.

One formula calls for

- 80 lbs. choice beef
- 80 lbs. prime beef suet
- 160 lbs. good apples
- 40 lbs. citron
- 20 lbs. lemon peel
- 20 lbs. candied orange peel
- 80 lbs. stoned and cleaned layer raisins
- 80 lbs. pickled and washed currants
- 80 lbs. stemmed seedless raisins.

The beef should be simmered until tender, cooled off over night and then chopped. The suet should be shredded, defibrinated and then chopped, and the apples pared, cored and cropped. Chop the citron, lemon peel and orange peel fine.

Then chop and thoroughly mix all of these ingredients. To this should be added

- 80 ground nutmegs
- 10 oz. coarse ground cloves
- 1 1/4 lbs. coarsely ground cinnamon
- 10 oz. coarse mace
- 3 lbs. salt

and the juice and rinds of 80 oranges and 80 lemons.

Chop and thoroughly mix. When mixed cover the mass with 10 gals. each of sherry and brandy mixed, allowing same to thoroughly permeate the mass, say from two to four days.

The receptacle containing this product is usually of wood, being fitted with draw-off cock at lowest point. Draw off the superfluous liquid for further use. Spread the mincemeat on perforated racks and further drain, but use no pressure.

The resultant mince meat should be high-class, both in quality and flavor. Keep covered with heavy clean muslin while draining, and when ready place in packages.

Take plenty of time in the mixing and allow the liquor added to thoroughly soak the whole mass before draining.

### Formula for "Wet" Mince Meat.

A recipe for a 100-pound batch of "wet" mince meat is as follows:

- 25 lbs. solid fresh apples, peeled and cored
- 30 lbs. good brown sugar
- 20 lbs. seedless raisins
- 8 lbs. washed and picked currants
- 10 lbs. lean beef, cooked and free of sinew
- 5 lbs. beef suet, defibrinated
- 1/4 lb. fine salt

- 1/4 lb. mace
- 1/4 lb. cinnamon
- 1 1/4 lbs. lemon peel and the juice of the lemons.

Chop fine and mix well with 3 oz. of fine salt, one pint of brandy, and sweet cider sufficient to make the mass of the desired consistency.

In the mixing process add the apples gradually, then some cider; then the sugar, raisins, currants, meat and salt, spices, suet, brandy and more cider.

### Another Formula.

A third formula consists of the following ingredients, handled in general as outlined above:

- 8 lbs. beef suet
- 16 lbs. lean trimmed boneless beef
- 5 lbs. raisins
- 1 lb. currants
- 1 lb. citron
- 1 lb. lemon peel (candied)
- 1 qt. molasses
- 1 gal. chopped apples
- 1/2 cup salt
- 1 teaspoon of cinnamon
- 1 teaspoon cloves
- 1 teaspoon allspice
- 1 gal. hard cider

## Frankfurts vs. Wieners

A meat dealer asks the difference between two similar sausages popular in the meat trade. He says:

Editor The National Provisioner:

Will you kindly inform me what is the difference between wieners and frankfurts?

I have never been able to tell which is which, and when my customers inquire for one kind or the other I don't know what I am selling them.

In the United States there is apparently no distinction made between the sausage known as wieners and frankfurts. Only in Germany—the latter product having originated in Frankfort, Germany—is there a real difference.

The same formula is used in frankfurts as in wieners, with the exception that more water is added to wieners, and they are stuffed in very narrow sheep casings.

The meat in frankfurt sausage is not chopped so finely, and is stuffed in hog casings or wide sheep casings.

## Making Sausage

Sausage-makers, small or large, are invited to use this department of THE NATIONAL PROVISIONER in obtaining information concerning the formulas, methods or details of operation. Questions will be answered promptly and in as full detail as possible. General articles on the subject of sausage-making also will be published from time to time.

Address your inquiries, suggestions or criticisms to THE NATIONAL PROVISIONER, Old Colony Building, Chicago, Ill.

## Derinding Pork Cuts

When is the best time to remove the rind from pork cuts—before or after smoking?

A Canadian provisioner wants to know. He says:

Editor The National Provisioner:

Will you kindly advise us if it is practicable to derind flanks of pork before smoking? Is the shrink very much greater than derinding after smoking?

Is there a by-product that bacon rinds can be used for? We thank you for any information you can give us on this subject.

It is entirely practicable to derind green pork flanks. In fact, there is some advantage in doing this; as, for example, in the case of bellies. If the skin is removed from the green product, the surplus fat can also be removed.

### Derinding by Machine.

There are rind-removing machines on the market especially designed to remove the skin from the product in the green state. These have been found to give very good results.

Having the fat in the proper condition before derinding will simplify the process and save product. If the fat is cold and hard it is difficult to remove it cleanly. If the fat is soft it will pull out cleaner. In this latter case, though, more handling and more room will be required to do the work.

One practice is, after pulling the rinds, to put them in a vat of warm water until they are soft and pliable. They are then sorted to size, during which process the assorter lays aside any pieces containing surplus fat. This is then removed with a bell scraper or a draw knife. The amount of fat recovered will more than pay for the extra work.

In the larger plants the rinds are first run through a derinding machine and then soaked in warm water, run through a machine something on the order of a wood planer and into a soaking vat, where they are cleaned and washed.

They are then placed on a screen to drain, after which they are assorted and trimmed. Some are salted and put in bundles and the best, cleanest and whitest are packed in parchment paper lined boxes and frozen.

### Derinding by Hand.

Where no machine is available the derinding may be done by hand using a butcher knife over a smooth surface. A tanner's knife may also be used. The operation should be carried out on a smooth hardwood or glass surface.

The skins may be placed in boxes containing 100 lbs., or tied in bundles containing 25 lbs. and frozen until a sufficient quantity has accumulated to sell.

The fresh skins may be used in sausage, the formulas for which call for this product, or they can be used for gelatine manufacture. The smaller pieces are generally used for this purpose. There is a demand for fresh skins from leather manufacturers.



## Why Sausage Gets Mouldy

A subscriber in Canada is having considerable trouble with his frankfurters and bologna, which will not stand up in shipping. He says:

Editor The National Provisioner:

We find when we box or pack our frankfurters or bologna for a period of 36 hours or over they become mouldy and are not in a salable condition when they arrive at destination.

Our sausage cooler is kept at 48 degs.; it is a direct dry air cooling system. The frankfurters are smoked about an hour and a half or two hours, and finished at as high a temperature as they can stand. The frankfurters come out rattling dry, and these are cooked and cooled off under a cool spray, and dried off in natural temperature before they go into the cooler.

We cure our beef for the product by grinding it through a 1-inch plate and mix it with 3½ lbs. of salt and 4 oz. saltpetre. It is packed into tierces and put into the cooler, where it remains for 3 or 4 days. Our product is not held any length of time after it is ready for shipment.

It would seem the inquirer's difficulty with his frankfurters and bologna is caused by incorrect handling of the meat. Following are directions for handling the beef trimmings given by an expert sausage-maker:

Cut 100 lbs. of lean beef trimmings—from which all fat, bones, etc. has been removed—in pieces the size of an egg and add

- 3 lbs. salt
- 4 oz. sugar
- 3 oz. saltpetre

Then grind the meat, which has been thoroughly mixed with the spices, through 1-inch plate of grinder. Remove from grinder and place in open tierces in a temperature of 40 to 45 degs. and allow to remain in cure for 36 to 48 hours.

Then the meat is put in the chopping machine, with enough ice water to get the desired consistency. When thoroughly chopped it is put in the mixer with 2½ lbs. of karo syrup, to which has been added 5 oz. sweet Hungarian paprika and 3 lbs. of lukewarm water.

Care should be taken, in mixing the paprika and water with the karo syrup, that the paprika is well mixed and does not come to the surface in bubble-like lumps. Karo syrup in sausage tends to develop and maintain a good color, and products in which this syrup is used rarely shrink or wrinkle.

### Advice of Another Expert.

Another sausage expert says:

This inquirer's trouble seems to be in the cure. Grinding the beef through the 1-inch plate is good practice, but the meat is worked up too young; 3 to 4 days is not long enough for the meat to remain in cure.

Meats should not be used under 5 days in cure at 38 to 40 degs. F., as a shorter time in cure does not permit the salt and saltpetre to penetrate the meat properly, and a mouldy condition follows.

Smoking the product from 1½ to 2 hours would seem to be long enough, but the inquirer does not say just how the product is being smoked. Heat alone will not do; sawdust must be used also to create a dense smoke.

Cure the meat 7 days before working it up into sausage, and smoke with plenty of sawdust, at a temperature of 140 degs.

F., until the product takes on a good red color, after which handle in the usual way. These directions if followed carefully should give a good product, which will stand up in shipping.

## Phosphorus in Tankage

An Eastern packer is seeking information on the amount of phosphoric acid tankage should contain, how this element can be controlled, and how it affects the value of the product. He says:

Editor, The National Provisioner:

We have a small rendering outfit in connection with our plant in which we melt most of our shop fat and bones. We find we are getting from 17 to 19 per cent of phosphoric acid in our scrap.

Can you advise us what the normal amount of phosphoric acid should be in a product of this kind and to what extent it interferes with or improves its value?

There is no normal amount of phosphoric acid in a product of this kind.

The phosphorus is in the bones, and the amount resulting in the tankage will depend upon the proportion of bones to the other materials rendered. The larger the percentage of bones to a rendering, the larger the amount of phosphorus in the resulting product.

Whether or not phosphoric acid is a detriment or an advantage depends almost entirely on what the tankage is to be sold for, and on what basis it is sold.

If the inquirer is selling his tankage for fertilizer purposes, the phosphoric acid will reduce the ammonia content by dilution. Against this, however, buyers of fertilizers allow certain amounts for bone content.

The inquirer must determine the proportions of phosphoric acid at which he will receive the greatest return for his tankage, and regulate this by increasing or decreasing the amount of bones to each rendering charge to arrive at the most profitable percentage of phosphorus and ammonia in the tankage.

If the tankage is sold for feed on the basis of a lump sum per ton, the phosphoric acid content is of no consideration.

If the tankage is being sold on a protein basis of say 60 per cent, a large proportion of phosphorus in the product may make it difficult to get this protein percentage. In this latter event the protein

## Why Not Get Value?

Are part or all of your beef fats handled as inedible?

Compare market prices of edible tallow and inedible, and see what you lose!

Normally, there is from 1/2c to 1c per lb. difference in price.

Beef fats are necessary ingredients of the best butter substitutes or compound lard. New methods of rendering make it possible to save more of these fats to the edible side.

It is time for every packer to pay more attention to his rendering operations.

## Brands & Trade Marks

In this column from week to week will be published trade-mark applications of interest to readers of THE NATIONAL PROVISIONER which are pending in the United States Patent Office.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly by parties interested in preventing such registration.

Those under the head of "Trade Marks Granted" have been registered, and are now the property of the applicants.

### TRADE MARK APPLICATIONS.

**J. & F. Schroth Packing Co., Cincinnati, Ohio.** For sausage and imitation sausages, chile con carne, dry salted meats, pickled meat, fresh meats, smoked meats, bacon, sliced dried beef and cracklings. Trade Mark: The picture of a fountain in a circle and the word FOUNTAIN. Application serial No. 227,600. Claims use since July, 1923.



**Welsh Packing Co., Springfield, Mo.** For chili con carne, lard, oleomargarine, cheese, bone meal and tankage. Trade Mark: The letter W and the word "WELPACO" in an oval. Application serial No. 198,292. Claims use since May, 1922.

**Edwin Bunnell, Willows, Calif.** For live lambs. Trade Mark: CALIFORNIA SUNSHINE LAMBS, MILCFED. Application serial No. 250,435. Claims use since May 10, 1927.

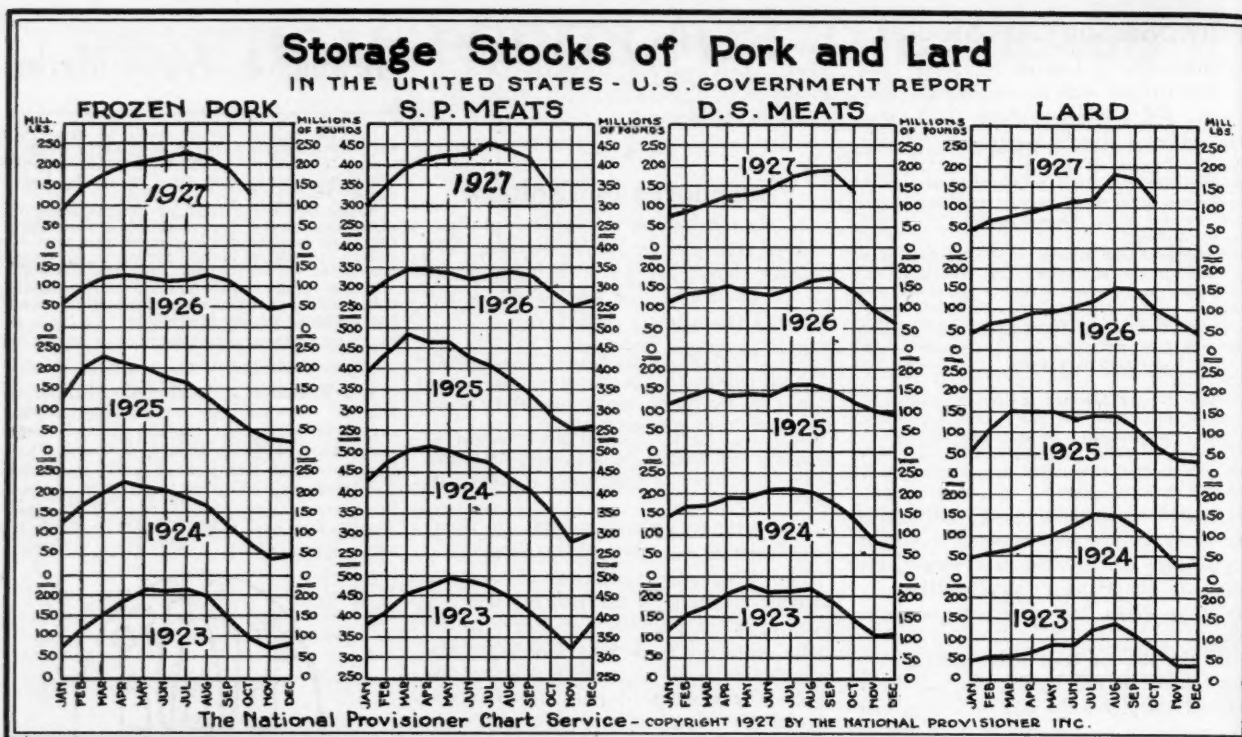
**Hansen Packing Co., Butte, Mont.** For hog food and chicken food. Trade Mark: VITAMONT. Application serial No. 252,383. Claims use since Dec. 16, 1926.

content can be increased by decreasing the percentage of bones in each rendering.

Some experimental work on the percentage of bones and other material being rendered would be valuable to this packer. A record of the weight of bones and other materials of each rendering, and an analysis of the resulting tankage, kept over a period of a few months, would give this operator information from which he could regulate the phosphorus, ammonia and protein contents of his tankage within reasonable limits, and would enable him to vary the ingredients to get the greatest return for his product.

### MIXED CAR RATE REASONABLE.

The Interstate Commerce Commission held in a report made public recently, in a proceeding on complaint of the Ohio Farm Bureau Federation, that rules and regulations governing the assessment of charges on mixed carloads of livestock between points in official classification territory are not unreasonable. The full text of the Commissions' report dismissing the complaint is published in Docket No. 18,362.



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trend in the accumulation of storage stocks of pork and lard for the first ten months of 1927, with comparative trends in the four years previous.

Storage stocks of meat and lard on October 1, 1927, show a sharp decline for the most part from those of September 1, 1927, but with a few exceptions are still above the five-year average.

Stocks of D. S. meats declined in excess of 38,000,000 pounds during the months and are now only about 4,000,000 pounds in excess of the five-year average on this date.

S. P. stocks declined in excess of 65,000,000 pounds. They are however, in excess of 85,000,000 pounds above the five-year average. The greatest accumulation of these meats was reached in July since which time they have declined rapidly.

Lard also showed a gratifying reduction of stocks on October 1 as compared with a month earlier, the reduction being over 49,000,000 pounds. As compared with the five-year average, stocks of lard are still high by about 36,000,000 pounds. So far this year the trend of lard stocks has followed closely the trend of 1926.

Beef stocks on October 1, 1927, were higher by about 2,000,000 pounds than on September 1, 1927. Stocks of frozen beef and stocks of beef in cure increased. Cured beef stocks are lower by a small amount. Total beef stocks are lower than the five-year average at this time of the year.

Frozen pork stocks also continue to decline and are now about 53,000,000 pounds under those of a month ago. Frozen lamb and mutton stocks are

about 600,000 pounds greater and miscellaneous meat stocks about 8,000,000 smaller.

#### EUROPEAN PROVISION CABLES.

The market at Hamburg was firm, says Mr. J. E. Wrenn, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the United States Department of Commerce. Receipts of lard for the week were 2,054 metric tons. Arrivals of hogs at twenty of Germany's most important markets were 104,000, at a top Berlin price of 11.03 cents a pound, compared with 76,000, at 18.39 cents a pound, for the same week last year.

The Rotterdam market was strong, featured by a demand for oleo products.

The market at Liverpool was dull, with prices decreasing. Stocks and demand remain the same as last week.

The total of pigs bought in Ireland for bacon curing was 27,000 for the week.

The estimated slaughter of Danish hogs for the week ending October 7, 1927, was 88,000.

#### HAMBURG.

Stock.	Demand.	Prices
Refined lard.....Med.	Med.	@14.52
Fatbacks.....Lt.	Poor	14.52@17.24
Frozen pork livers.....*	*	@ 6.12
Extra oleo oil.....Lt.	Med.	Nominal
Extra oleo stock.....Lt.	Med.	Nominal
Lard, prime steam		
in tierces.....Med.	Med.	*

#### ROTTERDAM.

Extra neutral lard.....Lt.	Good	@16.56
Refined lard.....Med.	Med.	@14.56
Extra oleo oil.....Exh.	V. Good	@18.20
Prime oleo oil.....Lt.	Med.	@16.20
Extra oleo stock.....Exh.	V. Good	@17.47
Extra premier jus.....Lt.	Med.	@ 9.65
Prime premier jus.....Lt.	Med.	@ 9.46

#### LIVERPOOL.

Hams, AC, light.....	Stocks and Demand	19.10@20.39
Hams, AC, heavy.....	Remain the Same	19.10@20.39
Cumberlands, light.....	as last week	21.27@22.13
Cumberlands, heavy.....		18.60@19.53
American Wiltshires.....		18.60@19.53
Square shoulders.....	Same as last	
Pieces.....	last week	
Clear bellies.....		19.55@20.40
Refined lard boxes.....		@14.86

\*Not quoted.

#### STOCKS IN COLD STORAGE.

The figures on which the chart on storage stocks on this page is based are as follows, in pounds:

	1923.	1924.	1925.	1926.	1927.
Jan.	72,278,000	377,107,000	121,128,000	48,808,000	48,808,000
Feb.	120,198,000	451,806,000	155,922,000	68,266,000	68,266,000
Mar.	154,377,000	451,279,000	178,024,000	69,101,000	69,101,000
Apr.	189,115,000	469,130,000	206,429,000	68,743,000	68,743,000
May	213,224,000	499,119,000	227,728,000	85,251,000	85,251,000
June	210,645,000	483,673,000	214,453,000	84,530,000	84,530,000
July	217,074,000	473,569,000	217,862,000	122,896,000	122,896,000
Aug.	185,002,000	449,441,000	221,716,000	145,575,000	145,575,000
Sept.	148,753,000	413,788,000	191,711,000	115,860,000	115,860,000
Oct.	98,715,000	367,374,000	146,974,000	72,608,000	72,608,000
Nov.	71,640,000	325,456,000	108,850,000	35,225,000	35,225,000
Dec.	82,068,000	384,604,000	110,824,000	35,317,000	35,317,000
Jan.	128,783,000	432,726,000	147,487,000	49,822,000	49,822,000
Feb.	165,822,000	468,375,000	168,478,000	64,161,000	64,161,000
Mar.	190,428,000	500,658,000	188,145,000	68,557,000	68,557,000
Apr.	227,284,000	512,100,000	192,934,000	85,722,000	85,722,000
May	215,767,000	500,683,000	191,882,000	102,317,000	102,317,000
June	201,728,000	483,372,000	206,009,000	127,949,000	127,949,000
July	186,698,000	473,914,000	212,158,000	162,329,000	162,329,000
Aug.	164,461,000	443,785,000	202,002,000	150,243,000	150,243,000
Sept.	121,816,000	408,628,000	180,127,000	124,676,000	124,676,000
Oct.	77,986,000	351,485,000	135,702,000	83,198,000	83,198,000
Nov.	42,857,000	285,516,000	81,996,000	31,706,000	31,706,000
Dec.	48,656,000	300,240,000	76,990,000	35,042,000	35,042,000
Jan.	128,585,000	396,414,000	117,963,000	60,243,000	60,243,000
Feb.	200,298,000	468,375,000	136,478,000	112,607,000	112,607,000
Mar.	232,131,000	484,349,000	150,679,000	102,455,000	102,455,000
Apr.	218,715,000	466,028,000	142,660,000	150,094,000	150,094,000
May	201,246,000	467,395,000	145,548,000	151,499,000	151,499,000
June	180,645,000	425,481,000	142,292,000	138,295,000	138,295,000
July	168,527,000	407,610,000	162,618,000	145,919,000	145,919,000
Aug.	131,935,000	373,227,000	164,374,000	145,924,000	145,924,000
Sept.	93,078,000	338,156,000	152,555,000	114,724,000	114,724,000
Oct.	54,455,000	284,502,000	128,288,000	71,338,000	71,338,000
Nov.	30,174,000	255,584,000	106,204,000	36,640,000	36,640,000
Dec.	26,995,000	280,641,000	96,995,000	33,311,000	33,311,000
Jan.	87,960,000	294,642,000	119,617,000	42,478,000	42,478,000
Feb.	98,311,000	319,726,000	133,005,000	64,187,000	64,187,000
Mar.	120,115,000	345,661,000	144,071,000	76,145,000	76,145,000
Apr.	129,259,000	346,049,000	151,288,000	93,108,000	93,108,000
May	124,569,000	338,905,000	140,324,000	98,385,000	98,385,000
June	117,366,000	320,305,000	136,801,000	106,824,000	106,824,000
July	120,707,000	334,305,000	148,164,000	120,527,000	120,527,000
Aug.	153,104,000	340,687,000	168,882,000	153,572,000	153,572,000
Sept.	110,904,000	330,326,000	172,796,000	161,253,000	161,253,000
Oct.	77,673,000	293,106,000	143,672,000	105,558,000	105,558,000
Nov.	49,376,000	257,726,000	98,521,000	72,355,000	72,355,000
Dec.	55,294,000	287,787,000	67,009,000	46,826,000	46,826,000
Jan.	97,650,000	308,904,000	68,208,000	49,892,000	49,892,000
Feb.	149,968,000	352,061,000	86,305,000	69,495,000	69,495,000
Mar.	177,876,000	362,642,000	101,156,000	77,103,000	77,103,000
Apr.	193,343,000	418,724,000	124,714,000	92,090,000	92,090,000
May	204,608,000	435,967,000	120,637,000	99,611,000	99,611,000
June	211,496,000	432,492,000	143,092,000	111,775,000	111,775,000
July	220,685,000	444,778,000	167,248,000	146,250,000	146,250,000
Aug.	214,428,000	440,752,000	185,968,000	179,029,000	179,029,000
Sept.	180,919,000	407,611,000	178,121,000	167,800,000	167,800,000
Oct.	127,328,000	341,557,000	139,482,000	117,880,000	117,880,000



# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Product Prices Easy—Trade Quiet—Hog Movement Fair—Hog Prices Firm.

Developments during the week have made for a little improvement in values of hogs, although the change has been slight and there has been an absence of general speculative interest in the market. The situation is changing but little from week to week. The distribution appears to be keeping up a little better than the production, and the developments the first half of the month rather point to some further decrease in stocks. The hog movement is running rather light and keeps below last year. Product has been heavy and demand slow.

This movement is making for a smaller production, both of meats and fats, and the shipment out from packing points continue very good. The movement out last week showed a very liberal total of lard from Chicago and good shipments of meats both fresh and cured. The export movement is rather disappointing, although there is a little improvement in recent weeks. The total is still below last year.

Feed conditions are generally good throughout the country, and the late fall is having a good deal of influence on the question of the amount of grain which will be required to finish stock for market. The mild weather has made for steady growth of feedstuffs of all kinds. This has been particularly exemplified in the corn crop which gained in September 146,000,000 bushels in promise, compared with the September estimate, and is only a little under last year.

### Corn Crop Value Increased.

The two weeks in October have added materially to the amount of matured corn and to the feeding value of a large amount of corn. Claims are being made that a much larger amount than usual will be fed or hogged down. Last year there was about 16 per cent of the area not gathered for grain, and many are confident that this percentage will be increased this year at the expense of the total grain. The quality of the grain this year is believed to be better than last year, notwithstanding the serious apprehensions of the late summer.

Packing at Chicago continues to hold its lead over last year, and the total for the summer season will possibly show an increase of 475,000 hogs over last year. The increase in the Chicago receipts and packing practically account for the entire increase in receipts of hogs at the leading points since March 1 compared with a year ago.

The average weights are being fairly well maintained. The recent decline in corn prices from the high point has meant a position where it paid to complete the hogs and make a good average weight. The position is such as to lead to belief that the quality of the hogs will be maintained this fall and through the winter. As yet there is nothing in the movement to substantiate the claims that a larger number of pigs was saved this spring than usual, but it is believed that if such is the case this movement will begin to be reflected in the November arrivals.

The position of January lard seems to be substantially unchanged. It is maintaining a premium over the nearby deliveries, and the confidence of the specu-

lative holdings seems to be maintained. A good deal will evidently depend on the way the old lard disappears. If the disappearance is maintained at the September rate, there is believed to be a very good opportunity to get the old lard moved into distribution before the first of the year. Much will depend, however, on the hog movement particularly as the November and December receipts begin to show in the market.

### Meat Consumption Slow.

The general situation in meats and the demand for meat products has been attracting a good deal of speculation as to the reason for the rather slow disappearance. Some claims are being made that the demand for meats is running considerably under the usual per capita disappearance and that a large amount of fruits and vegetables is being used at the expense of animal products.

The per capita disappearance, as based on the Government figures of total product from month to month, shows some seasonal variations, and the fact that the total disappearance does not appear to keep up with the apparent growth of the population has more or less influence on local sentiment.

Business conditions in different localities, however, without question make a misleading background for such statements. Where trade is slow and general business condition below normal this is usually reflected in a slowing up in the meat distribution. Indications of somewhat quieter business conditions rather generally are possibly the basis for claims of slower demand for animal products. Study of trade statistics, however, do not show any bad spots in trade, although the areas of good trade are less than last year.

### Export Demand Slow.

Export interest is only moderately active. The weekly shipments show some fluctuations, but the total for the season runs persistently behind last year and does not appear to be affected by the price. The absorption of meats by the United Kingdom is fairly steady, and absorption of lard by Germany is equally steady. There is, however, only a moderate demand and it does not seem to be so much a question of price as of actual need of the meats for distribution. This is due evidently to the larger supply of home grown product of meats and fats and a rather liberal supply of vegetable fats.

**PORK**—Demand was quiet but the market in the east was steady, with mess quoted at \$33.00; family, \$37.00@41.00; fat backs, \$29.00@32.50. At Chicago, mess pork was quotable at \$29.00.

**LARD**—Domestic demand was fair but export trade continued quiet. At New York, prime western was quoted at \$13.20 @13.30; middle western, \$13.00@13.10; city, 12 $\frac{1}{4}$ c; refined Continent, 14 $\frac{1}{4}$ c; South America, 14 $\frac{1}{4}$ c; Brazil kegs, 15 $\frac{1}{4}$ c; compound, car lots, 13 $\frac{1}{4}$ c; less than cars, 14@14 $\frac{1}{4}$ c. At Chicago, regular lard in round lots was quoted at October price; loose lard, at October price; leaf lard, 25c over October.

**BEEF**—The market at New York was firm with demand fair with mess quoted at \$19.00@20.00; packet, \$20.00@21.00; family, \$25.00@27.00; extra India mess, \$36.00; No. 1 canned corned beef, \$3.00; No. 2, \$5.25; 6 lbs. South America, \$18.50; pickled tongues, \$55.00@60.00 nominal.

### BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, Oct. 13, 1927.—General provision market dull with very poor demand for A. C. hams, square shoulders and picnics; prices declining. Pure lard fair. Consignments from American packers extremely light, arrivals Danish meats continue quite liberal.

Today's prices are as follows: Shoulders, square, 70s; picnics, 71s; American cut, 86s; cumberland cut, 86s; short backs, 85s; bellies, clear, 89s; Canadian, 92s; spot lard, 68s 6d.

### LIVERPOOL PROVISION STOCKS.

Stocks on hand at Liverpool on Oct. 1, 1927, with comparisons for last month, as estimated by the Liverpool Provision Trade Association, were as follows:

	Sept. 31, 1927.	Aug. 31, 1927.
Bacon .....	2,756,640 lbs.	2,743,700 lbs.
Hams .....	1,202,880 lbs.	502,100 lbs.
Shoulders .....	114,240 lbs.	146,300 lbs.
Lard (P.S.W.) .....	630 Tons.	716 Tons.
Lard (refined) .....	2,737 Tons.	3,191 Tons.

### PORK PRODUCTS EXPORTS.

Exports of pork products from the principal ports of the United States during the week ending Oct. 8, 1927, with comparisons, are reported by the U. S. Department of Commerce, as follows:

	Oct. 8, 1927.	Oct. 9, 1927.	Oct. 1, 1927.	Oct. 8, 1927.
	M lbs.	M lbs.	M lbs.	M lbs.
<b>HAMS &amp; SHOULDERS, INCLUDING WILTSHIRES.</b>				
Total .....	960	1,462	1,842	95,295
To Belgium .....				372
United Kingdom .....	901	1,381	1,686	81,146
Other Europe .....			25	529
Cuba .....	45	66	5	5,196
Other countries .....	23	15	126	8,052

	Oct. 8, 1927.	Oct. 9, 1927.	Oct. 1, 1927.	Oct. 8, 1927.
	M lbs.	M lbs.	M lbs.	M lbs.
<b>BACON, INCLUDING CUMBERLAND.</b>				
Total .....	1,030	3,750	2,511	87,890
To Germany .....	3,041	4,541	6,606	153,551
United Kingdom .....	844	2,204	1,926	46,167
Other Europe .....	185	1,030	509	14,969
Cuba .....	1	41	28	5,873
Other countries .....				

	Oct. 8, 1927.	Oct. 9, 1927.	Oct. 1, 1927.	Oct. 8, 1927.
	M lbs.	M lbs.	M lbs.	M lbs.
<b>LARD.</b>				
Total .....	10,916	12,691	12,964	527,178
To Germany .....	3,041	4,541	6,606	153,551
Netherlands .....	634	2,320	1,033	31,282
United Kingdom .....	3,650	3,580	2,948	169,958
Other Europe .....	930	295	760	38,455
Cuba .....	1,461	1,238	1,441	60,175
Other countries .....	1,200	711	176	73,757

	Oct. 8, 1927.	Oct. 9, 1927.	Oct. 1, 1927.	Oct. 8, 1927.
	M lbs.	M lbs.	M lbs.	M lbs.
<b>PICKLED PORK.</b>				
Total .....	397	425	330	22,611
To U. Kingdom .....	80	31	23	3,673
Other Europe .....	55	50	20	907
Canada .....	193	304	248	5,386
Other countries .....	69	40	39	12,045

### TOTAL EXPORTS BY PORTS.

WEEK ENDING OCT. 8, 1927.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total .....	969	1,030	10,916	397
Boston .....				2
Detroit .....	392	344	1,728	89
Port Huron .....	509	164	934	191
Key West .....	33		1,127	
New Orleans .....	35	1	1,534	69
New York .....		521	5,593	46
Philadelphia .....				

### DESTINATION OF EXPORTS.

Exported to:	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
United Kingdom (total) .....	901	1,381	1,686	81,146
Liverpool .....	487	350		
London .....	121	121		
Manchester .....	54	20		
Glasgow .....	50	45		
Other United Kingdom .....	189	99		
Exported to:				
Germany (total) .....				3,673
Hamburg .....				2,685
Other Germany .....				356

SEE PAGE 41 FOR LATER MARKETS.

## PEACOCK BRAND CERTIFIED CASING COLOR

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#### GERMAN MEAT IMPORTS LOWER.

August receipts of hogs at 14 German markets reached 327,000 head, according to cable advices to the U. S. Department of Agriculture. This is the largest number noted since July, 1924, and is 56,000 head larger than July, 1927. The August hog slaughter at 36 centers also reached a record level of 388,000 head, an increase

over the preceding month of 60,000 head.

Bacon imports continue to decline, going to 468,000 lbs. during August of this year, against 663,000 lbs. in July and 1,984,000 lbs. during August last year.

Lard imports for the month of 13,228,000 lbs. were the smallest since November, 1926, and were 3,968,000 lbs. under August, 1926.

#### AUGUST MEAT EXPORTS.

Domestic exports of specific classes of meats and meat products from the United States during August, 1927, are officially given as follows:

	Aug., 1927.	Aug., 1927.
	Lbs.	Value.
Beef, pickled or cured.....	577,456	\$ 170,459
Pork, carcasses .....	118,040	17,163
Loins and other fresh pork.....	346,085	57,526
Wiltshire sides .....	89,886	15,286
Hams and shoulders.....	8,125,473	1,580,007
Bacon .....	7,864,443	1,140,736
Cumberland sides .....	670,863	112,914
Pickled pork .....	3,079,647	411,424
Sausage .....	301,677	87,042
Lard .....	59,816,153	6,878,529
Neutral lard .....	1,102,394	151,954

Shipments from the United States to non-contiguous territories were as follows:

Alaska.—Beef, pickled or cured, 1,093 lbs., value, \$426. Pork, fresh and pickled, 102,729 lbs., value, \$22,143. Hams and shoulders, cured, 75,988 lbs., value, \$24,305. Bacon, 66,164 lbs., value, \$25,679. Lard, 45,684 lbs., value, \$7,932.

Hawaii.—Beef, 9,758 lbs., value, \$1,076. Pork, fresh and pickled, 133,285 lbs., value, \$24,201. Hams and shoulders, cured, 93,324 lbs., value, \$32,271. Bacon, 31,274 lbs., value, \$11,681. Lard, 45,684 lbs., value, \$2,447.

Porto Rico.—Beef, pickled or cured, 287,149 lbs., value, \$20,614. Pork, fresh and pickled, 845,517 lbs., value, \$87,459. Ham and shoulders, cured, 619,756 lbs., value, \$100,743. Bacon, 2,896 lbs., value, \$913. Lard, 1,026,449 lbs., value, \$163,014.

#### MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending Oct. 8, 1927, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Canada—Quarters of beef.....		2,485
Canada—Calf carcasses .....		606
Canada—Lamb carcasses .....		540
Canada—Calves liver .....		1,056 lbs.
Canada—Beef tongues .....		5,943 lbs.
Canada—Beef cuts .....		47,559 lbs.
Canada—Smoked pork .....		2,091 lbs.
Canada—Pork cuts .....		42,917 lbs.
Canada—S. P. hams .....		19,506 lbs.
Canada—Hogs .....		53 lbs.
Canada—Frozen beef livers .....		23,075 lbs.
Italy—Sausage .....		2,996 lbs.
Italy—Hams .....		113 lbs.
Italy—Bacon .....		42 lbs.
Hungary Sausage .....		176 lbs.
Germany—Smoked hams .....		3,062 lbs.
Germany—Sausage .....		1,610 lbs.
Germany—Cooked hams in tins .....		304 lbs.
Czecho-Slovakia—Cooked hams in tins .....		4,384 lbs.
Holland—Smoked hams .....		730 lbs.
Holland—Smoked hams in tins .....		510 lbs.
Holland—Cooked hams in tins .....		275 lbs.
New Zealand—Quarters of beef .....		172
New Zealand—Mutton carcasses .....		350
New Zealand—Beef cuts .....		3,876 lbs.

#### CANADIAN MEAT EXPORTS.

Canadian meat exports for August, 1927, with comparisons for August, 1926, were as follows, according to information made public by the U. S. Department of Commerce:

	Aug. 1927.	Aug. 1926.
Beef, fresh .....	4,807,200	1,776,600
Bacon and hams .....	4,795,200	6,462,700
Pork, pickled .....	279,200	144,300
Other meats, n.o.p. .....	775,900	636,100
Mutton and lamb, fresh .....	50,100	10,900
Pork, fresh .....	515,300	309,100
Pork, dry salted .....	612,100	475,100
Beef, pickled in barrels .....	802,000	74,600
Lard .....	185,900	132,300
Lard compound .....	161,800	84,100

#### LARD AND GREASE EXPORTS.

Exports of lard from New York, Oct. 1, 1927, to Oct. 11, 1927, 8,782,655 lbs.; tallow, none; grease, 1,932,000 lbs.; stearine 67,600 lbs.

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# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW**—A very strong situation materialized in tallow the past week, the market feeling the influence of limited selling pressure and a disposition on the part of producers to hold for better levels. A better inquiry from consumers resulted in sales of 200 drums of extra, f.o.b. plant, at 8½¢. This tended to increase the tightness in the market and brought about a condition whereby sellers were now holding for 9¢.

The situation surrounding competitive articles also was a strong one and had a bearing on the tallow situation. It was evident that the edible tallow conditions were also influencing the market as far as soap kettle tallow was concerned. Sentiment among the trade was more friendly, but consumers were inclined to go slow in following upturns, fearing that higher bids would increase the holding tendency. This created the impression in some quarters that round lots would meet with ready absorption.

Several in the East were looking for a 9¢ tallow market next week.

At Chicago, offerings continued extremely light, with good inquiry for quantities at last trading prices from consumers. The market was generally firm. At New York, special was quoted at 8½¢; extra, 8¼¢@8½¢; edible, 9¼¢@9½¢. At Chicago, edible was quoted at 10¼¢@11¢; fancy, 9¼¢@9½¢; prime packer, 8¾¢@9¢; No. 1, 8¢; No. 2, 6¾¢.

**STEARINE**—The market in the East was rather quiet but strong, with sellers firm in their ideas. Consumers are inclined to look on for the time being. Slowness in the compound trade was a factor. At New York, Oleo was quoted at 13¢@13½¢. At Chicago, stearine was quiet but steady, with oleo quoted at 12¼¢@13¢.

**OLEO OIL**—The market continued to reflect the absorption by the domestic and export trade and was very strong, with offerings limited. At New York, extra was quoted at 17¼¢; prime, 16¼¢; lower grades, 13¢@14¢. At Chicago, extra was quoted at 16¼¢.

SEE PAGE 41 FOR LATER MARKETS.

**LARD OIL**—A better consuming demand for nearby shipment was in evidence, and the market was very steady and was helped somewhat by steadiness in raw materials. At New York, edible was quoted at 16¼¢; extra winter, 13¢; extra, 12½¢; extra No. 1, 12¢; No. 1, 11¢; No. 2, 10½¢.

**NEATSFOOT OIL**—Trade was moderate with the market quite steady, with pure New York quoted at 15¼¢; extra, 12¼¢; No. 1, 11¼¢; cold test, 18¢.

**GREASES**—The market for greases, while rather quiet, experienced a little more inquiry and was distinctly stronger in tone, influenced by limited offerings and the strength in tallow and other greases. Producers were very firm in their ideas, with intimations that production was not large at the moment, a notable decrease in meat consumption compared with normal being a prominent factor.

At New York, yellow and choice house was quoted at 7¼¢; A white, 8¼¢@8½¢; B white, 8¢@8¼¢; choice white, 10½¢.

At Chicago, foreign demand for choice white grease was more in evidence, but buyers and sellers were apart. Good inquiry for intermediate grades from the domestic trade was reported. At Chicago, Brown was quoted at 6¼¢; yellow, 7¢@7¼¢; B white, 7¼¢; A white, 8¼¢; choice white, all hog, at 9¼¢.

## Packinghouse By-Products

Chicago, Oct. 13, 1927.

### Blood.

Good demand in this market, offerings very scarce.

Unit Ammonia.

Ground and unground.....\$4.90@5.00

### Digester Hog Tankage Materials.

Market is very quiet with little or no trading taking place. Demand good, offerings light.

Unit Ammonia.

Ground, 11½ to 12% ammonia.....\$5.10@5.15  
Ground, 6 to 8% ammonia.....4.85@4.90  
Unground, 11 to 13% ammonia.....5.00@5.15  
Unground, 6 to 10% ammonia.....4.50@4.90  
Liquid stick, 7 to 11% ammonia.....4.00@4.25

### Fertilizer Materials.

This market is strong and offerings very light.

Unit Ammonia.

High grade, ground, 10-11% ammonia.....\$3.75@3.85  
Lower grade, ground & ungrd. 6-9% am...2.75@3.35  
Hoof meal.....3.00@3.25

### Bone Meals.

Demand for bone meals very light at this season of the year.

Per Ton.

Raw bone meal.....\$50.00@55.00  
Steam, ground.....34.00@40.00  
Steam, unground.....28.00@35.00

### Cracklings.

Market very quiet and inactive, with little trading of any consequence reported.

Per Ton.

Hd. prod. & exp. ungrd., per unit protein.\$1.15@1.25  
Soft pressed pork, ac. grease and quality..85.00@90.00  
Soft pressed beef, ac. grease and quality..50.00@55.00

### Horns, Bones and Hoofs.

Bones continue to be in good demand, with the demand apparently exceeding the supply.

Per Ton.

Horns.....\$50.00@175.00  
Round shin bones.....45.00@50.00  
Flat shin bones.....42.00@45.00  
Thigh, blade and buttock bones.....40.00@45.00  
Cattle hoofs.....37.00@38.00

(Note.—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

### Gelatine and Glue Stocks.

Jaws, skulls and knuckles are in excellent demand, offering inadequate to meet buyers' requirements. There is practically no trading going on.

ers' requirements. There is practically no trading going on.

Per Ton.

Kip and calf stock.....\$32.00@42.00  
Rejected manufacturing bones.....45.00@47.50  
Horn piths.....39.00@41.00  
Cattle jaws, skulls and knuckles.....40.00@41.00  
Sinews, pizzles and hide trimmings.....28.00@30.00

### Animal Hair.

This market continues very quiet, but it is thought that a considerable amount of business will be consummated within the next week or so.

Per Pound.

Coil and field dried.....1¼@3¢  
Processed grey.....6@8¢  
Black dyed.....5½@8½¢  
Cattle switches, each\*.....4@5½¢

\*According to count.

### Pig Skins.

Market firm, with offerings very light.

Per Pound.

Tanner grades.....8@8½¢  
Edible grades, unsorted.....4¼@4½¢

## EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, October 11, 1927.

About the only item of importance this week has been the increase in the price of nitrate of soda, which was advanced \$1.50 per ton to \$2.40 for 100 ton lots, and \$2.45 for carload lots. The importers say a further advance may be looked for, with every indication that the price may go as high as \$2.55.

South American dried blood sold at \$4.70, while local trading is at a standstill in this material.

Unground dried fish scrap sold at a new high price, \$5.50 & 10¢ f.o.b. fish factory, Virginia. This price puts this material out of reach of the fertilizer buyers.

Bonemeal for quick shipment has been in demand at good prices.

## DANISH BACON EXPORTS.

Bacon exports from Denmark for the week ending Oct. 8, 1927, were 5,064 metric tons, according to cable advices to the U. S. Department of Commerce, all of which went to England.

## JULY BY-PRODUCTS YIELDS.

The estimated yield and production of animal by-products from slaughtering under federal inspection during July, 1927, with comparisons, are reported by the U. S. Department of Agriculture as follows:

Class	Average weight per animal		Per cent of live weight		Production				Per cent July, 1927, is of avg.
	July 1, 1926, to June 30, 1927.	July, 1927.	July 1, 1926, to June 30, 1927.	July, 1927.	July 1, 1926, to June 30, 1927.	July 5-year average.	July, 1927.	July, 1927.	
	Lbs.	Lbs.	P.ct.	P.ct.	lbs.	lbs.	lbs.	lbs.	P.ct.
Edible beef fat <sup>1</sup> .....	36.44	35.74	3.81	3.75	363,123	29,010	33,808	26,369	90.90
Edible beef offal.....	29.27	28.20	3.06	2.96	291,678	21,550	24,588	20,806	96.55
Cattle hides.....	65.39	64.27	6.84	6.74	637,230	50,148	55,215	47,722	95.16
Edible calf fat <sup>1</sup> .....	1.22	1.38	.89	.75	6,186	480	476	489	101.88
Edible calf offal.....	6.58	6.83	3.72	3.70	33,315	2,562	2,850	2,418	94.38
Lard <sup>2</sup> .....	36.04	41.22	15.48	16.41	1,531,674	134,191	130,360	140,932	105.02
Edible hog offal.....	6.32	6.34	2.72	2.52	268,632	17,960	21,618	21,677	120.70
Pork trimmings.....	13.06	14.00	5.62	5.57	556,650	37,245	40,401	47,868	128.52
Inedible hog grease <sup>2</sup> .....	2.92	3.08	1.26	1.23	125,113	11,186	10,570	10,566	94.46
Sheep edible fat <sup>1</sup> .....	2.15	1.86	2.67	2.42	27,613	1,763	1,779	1,884	106.86
Sheep edible offal.....	1.94	1.90	2.40	2.47	24,932	1,692	1,862	1,924	113.71

<sup>1</sup>Unrendered.

<sup>2</sup>Rendered.

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Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

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A quality product good for steady business

**HAMMOND'S**  
**Mistletoe**  
**MARGARINE**

**Chicago**

#### CAN'T ADULTERATE COTTONSEED.

The return to the cotton seed after ginning of foreign matter—such as sand, stones, leaves, hulls, sticks, stems, bolls, etc.—which has been removed from the seed cotton in the ginning process, or the deliberate addition of foreign matter, constitutes adulteration under the provisions of section 7 of the federal pure food and drugs act, in the opinion of the Food, Drug and Insecticide Administration of the United States Department of Agriculture, says Dr. P. B. Dunbar, assistant chief, in a letter to Christie Benet, general counsel of the Interstate Cotton Seed Crushers' Association.

Mr. Benet recently wrote the department asking if Item No. 261 of the Service and Regulatory Announcements No. 22 of the department, referring to the adulteration of cottonseed, had been rescinded, or whether it represented the present attitude of the department in the enforcement of the Federal Food and Drugs Act.

Mr. Dunbar in his reply says that "this announcement has not been rescinded or modified in any way and correctly represents the present attitude of the department in the enforcement of the Federal Food and Drugs Act."

Item No. 261, which Dr. Dunbar says is still in force, reads as follows:

"The Department is of the opinion that cotton seed shipped in interstate commerce or offered for import or export or manufactured or sold in the District of Columbia or the Territories is subject to the provisions of the Federal Food and Drugs Act.

"It has been stated that it is a common practice among cottonseed ginner to re-

move the bulk of foreign matter (consisting of dirt, sand, stones, leaves, hulls, sticks, stems, bolls, etc.) contained in the unginned cotton from the lint and seed and subsequently add this foreign matter to the cotton seed before shipment. It has been stated further that in some cases cotton seed producers or merchants add extra dirt or sand, which was not obtained from the unginned cotton, to their cotton seed before shipment.

"The department is of the opinion that the return of foreign matter to cotton seed or the deliberate addition of foreign matter to cotton seed as above described constitutes adulteration under the provisions of section 7 of the Federal Food and Drugs Act."

#### COPRA IMPORTS INCREASING.

Imports of coconut oil are increasing slightly, but imports of copra have increased enormously. The range of uses for cottonseed oil overlaps that for coconut oil at several points, as in the making of a lard substitute, in margarine and in soap.

The following table shows that while there has been no increase in the tonnage of cottonseed crushed since 1915, there has been a very rapid increase in the importation of copra, from which the coconut oil is made.

Year	Cottonseed, crushed (tons)	Copra, imported (tons)
1910-1914	4,344,000	20,682
1915	5,779,665	.....
1916	4,202,313	.....
1917	4,479,176	.....
1918	4,251,680	.....
1919	4,478,508	.....
1920	4,012,704	.....
1921	4,069,106	94,065
1922	3,007,717	134,478
1923	3,241,557	168,482
1924	3,307,598	145,532
1925	4,627,470	182,038
1926	5,538,503	228,799

#### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Oct. 11, 1927—Latest quotations on chemicals and soap makers' supplies:

Extra tallow, f.o.b. seller's plant, 8½¢ to 8¾¢ lb.; Manila coconut oil, tanks New York, 8¾¢ to 9¢ lb.; Manila coconut oil, barrels New York, 10½¢ lb.; cochineal coconut oil, barrels New York, 10½¢ lb.

P. S. Y. Cottonseed Oil, barrels New York, 13 to 13½¢ lb.; crude corn oil, barrels New York, 11¾¢ lb.; olive oil foots, barrels New York, 11¾¢ lb.; 5% yellow olive oil, barrels New York, \$1.70 to \$1.80 gallon.

Crude soya bean oil, barrels New York, 12½¢ lb.; palm kernel oil, barrels New York, 9¾¢ lb.; red oil, barrels New York, 10 to 10½¢ lb.; lagos palm oil, casks, New York, 8½¢ lb.; niger palm oil, casks New York, 7¾¢ lb.

Crude soap glycerine, 13¼ to 13½¢ lb.

#### BRAZIL OIL NUT EXPORTS.

Although the greatest exports of oil nuts from Brazil were in 1923, amounting to 100,019 tons in that year, the maximum value was obtained in 1924, in which year 96,791 tons were exported, says the U. S. Department of Commerce. In 1926, Brazil exported 87,451 tons. Exports of oil seeds are made up of cottonseed, Brazil nuts, babassu nuts, castor beans, peanuts, "murumuru" and seeds of Tacum and ucuhiba.

The exports of babassu could be considerably increased, as the possible exportation of these nuts from Maranhao alone is estimated at one million tons. Nothing is lost from the babassu. From the seed is extracted the oil which is a lubricant, edible and can be used as a combustible. From this oil there is manufactured excellent butter and also soap of high grade.

#### COTTONSEED PRODUCT EXPORTS.

Exports of cottonseed products for the twelve months ending July 31, 1927, with comparisons are reported by the U. S. Census Bureau as follows:

	1927.	1926.
Oil, crude, lbs.	40,550,191	36,670,059
Oil, refined, lbs.	19,914,658	21,053,598
Cake and meal, tons	257,324	104,079

#### COCOANUT OIL IMPORTS.

During July, 1927, there were imported into the United States 17,002,167 lbs. of coconut oil valued at \$1,345,530.

During the same month there were imported 35,902,694 lbs. of copra and coconut meat valued at \$1,854,630, according to the U. S. Department of Commerce.

**The Blanton Company**  
St. Louis, U. S. A.  
Refiners of

**Salad Oil**

Selling Agencies at  
New York Philadelphia Pittsburgh  
Memphis

Tapp's Code, Eighth Edition

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Pleased to Submit Samples



## VEGETABLE OILS

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association

Trade Large—Market Nervous—Irregular  
—Undertone Easier—Sentiment Mixed  
—Cash Trade Slow—Crude Pressure  
Light—Outside Markets Weaker—Cotton Crop Reduced.

A continued general large trade and an irregular movement of prices was the feature in cotton oil on the New York Produce Exchange the past week. Prices fluctuated rapidly over a wide range moving up and down readily on outside buying or selling and influenced considerably at times by professional operations.

The volume of trade was such that individual trading accounted for little, and it was evident that the large open interest in the market will continue to make for erratic fluctuations and for a situation where the market will prove sensitive to both outside developments and conditions within the market itself.

With sentiment well divided, buying power increased on the breaks, while selling pressure was larger on the swells. The leading commission houses were on both sides of the market practically all of the time, while professionals were trying to follow the buying and the selling and on several occasions were whip-sawed.

The volume of hedge pressure during the week was not large as no particular amounts of crude came out. Mills were restricted from selling again this week by the fact that seed values remained relatively high compared with refiners ideas for crude oil. At the same time refiners were influenced in their crude buying, to some extent, by the hedging differential between crude and futures which was not a satisfactory one with crude oil at 10c.

#### Government Report Bullish.

The Government cotton report accounted for considerable buying and a good bulge as the report was under expectations being placed at 12,678,000 bales against 12,692,000 the previous month, whereas a majority had looked for some increase in the figures. The crop, however, compared with final production in 1926 of 17,977,374 bales. Buying power failed to increase on the report, in fact the upturn brought out considerable Western and Southern wire house realizing. This led to local selling and profit-

taking. The market subsequently established some new lows for the month under persistent outside liquidation and dumping of long local holdings due to weakness in cotton, corn, lard and the securities markets.

The developments in cotton and lard had considerable bearing on oil. The weather in the South was better and the lard market declined in face of considerable constructive news surrounding that commodity. The latter condition tended to increase bear sentiment in oil, as it was feared that oil consumption would suffer as the result of the closeness of oil and lard values.

Another feature that came in for more consideration was the growing disposition to feel that the cotton crop, with the carryover, would provide seasonal supplies of oil sufficient to supply all the requirements and leave a normal or better carryover at the end of season although a carryover not as great as the present season is anticipated.

However, the latter depends entirely upon consumption during the season and while the first few months of the new season will compare extremely favorably with last season, as far as distribution is concerned, the uncertainties regarding the remainder of the season's demands owing to the higher price of cotton oil at present, compared with last year and the lard-oil spread, is a factor that appears to be troubling some of the minds of the trade at the moment.

#### Mill Hold Oil High.

In most cases mills were holding crude oil for 10c. Some small amounts came out at 9½c and 9¼c but the volume was not important. The crude and seed situation was being followed very closely, but even this is regarded as against the market at the moment as it is contended that the present holding attitude of seed must culminate sooner or later and that when it does there will be more pressure to sell crude.

In a general way in the crude market, it appears to a case of one refiner watching the other, but as yet there are no signs of any general accumulation of supplies in the shape of oil. Until the latter occurs there are those in the trade who feel that the market will prove stubborn to selling pressure.

Owing to the large open interest in the market the technical position of the pit from time to time is a feature that has to be reckoned with and overbought or oversold conditions develop quite readily and have at times accounted for fluctuations that was not in accord with the news.

Such a condition is apt to continue for time to come as there is every indication that conditions surrounding the market are such as to invite considerable outside interest and a continuance of the heaviest trading in the market noted since the war days.

Several new traders have made their appearance around the oil ring of late and this, with the activity of the market, has brought about a condition where three members of the oil trade were appointed as a committee to discuss the need of a larger trading ring and more statistical information with the Board of Managers of the Exchange.

The average guess on September consumption of the members of the New York Produce Exchange oil trade was 334,415 bbls., with a minimum of 283,000 bbls. and the maximum 380,000 bbls. com-

### SOUTHERN MARKETS.

#### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Oct. 13, 1927.—Cooler weather and a large consumption in September gave renewed courage to the bulls in the cotton oil market, without much change in bid and asked prices. However, the bears feel that with lard and compound selling at about the same price, October consumption will, no doubt, show a decided falling off, and that the seed price is almost sure to decline, otherwise the mills incur risk of serious loss for the season.

Hog and lard prices and ginning figures will influence cotton oil values the balance of the season, whereas to date cotton price fluctuations have governed largely. Seed receipts during September exceeded those of September last year, whereas the reverse was expected. Crude is barely steady at 9½c f. o. b. mills; bleachable, 10½c loose, New Orleans.

#### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Oct. 13, 1927.—Crude cottonseed oil offered at 9¼c Valley, with buyers views 9½@9¾c. Forty-one per cent meal, \$37.50, Memphis, bid; loose hulls, \$4.25@4.50, Memphis.

# ASPEGREN & CO., Inc.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

REFINED COTTON SEED OIL CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON  
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

# WHY are so many packers and edible oil refiners turning to

# NUCHAR?

Because it refines and purifies lard, oils and fats to the highest standard of quality.

Because it produces a better, sweeter, whiter and brighter lard with MUCH SUPERIOR KEEPING QUALITY at a purely nominal cost.

MR. PACKER—Do away with your dry salt and sweet pickle lard problem forever by using NUCHAR. It absorbs all of that off red color and that strong flavor and odor—not a trace of curing ingredients left.

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## INDUSTRIAL CHEMICAL COMPANY

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Manufacturers

400 N. Michigan Ave., Chicago  
Phone Whitehall 7336

pared with 339,000 bbls. last month and 251,000 bbls. in September last year.

COTTONSEED OIL—Market transactions:

Friday, Oct. 7, 1927.

	—Range—	—Closing—
Sales. High. Low. Bid. Asked.		
Spot .....	1115 a	1115
Oct. .... 300	1125 1125	1110 a 1125
Nov. .... 700	1120 1120	1110 a 1118
Dec. .... 3700	1150 1120	1120 a 1121
Jan. .... 5400	1155 1126	1126 a ....
Feb. ....	1125 a	1135
Mar. .... 11700	1170 1136	1138 a 1136
Apr. .... 200	1148 1148	1140 a 1144
May .... 6500	1182 1165	1156 a 1160

Total Sales, including switches, 33800 bbls. P. Crude S. E. 10 Asked.

Saturday, Oct. 8, 1927.

	—Range—	—Closing—
Sales. High. Low. Bid. Asked.		
Spot .....	1125 a	1150
Oct. ....	1125 a	1150
Nov. ....	1125 a	1135
Dec. .... 2700	1155 1133	1136 a 1137
Jan. .... 4000	1157 1131	1139 a ....
Feb. ....	1143 a	1148
Mar. .... 12400	1170 1145	1157 a 1155
Apr. ....	1158 a	1163
May .... 1400	1185 1172	1173 a 1172

Total Sales, including switches, 20,500 bbls. P. Crude S. E. 9½@10.

Monday, Oct. 10, 1927.

	—Range—	—Closing—
Sales. High. Low. Bid. Asked.		
Spot .....	1100 a	1125
Oct. ....	1100 a	1110
Nov. ....	1101 a	1110
Dec. .... 4500	1125 1105	1108 a 1105
Jan. .... 4100	1128 1106	1110 a 1106
Feb. ....	1111 a	1115
Mar. .... 19700	1140 1125	1126 a 1125
Apr. ....	1127 a	1135
May .... 8400	1160 1148	1149 a 1150

Total Sales, including switches, 36,700 bbls. P. Crude S. E. 9½@10.

Tuesday, Oct. 11, 1927.

	—Range—	—Closing—
Sales. High. Low. Bid. Asked.		
Spot .....	1095 a	1125
Oct. .... 200	1095 1095	1090 a 1125
Nov. .... 200	1095 1095	1095 a 1105
Dec. .... 2000	1108 1101	1108 a 1112
Jan. .... 2300	1118 1108	1112 a 1115
Feb. ....	1115 a	1124
Mar. .... 6800	1133 1122	1129 a 1130
Apr. ....	1133 a	1145
May .... 9200	1153 1145	1150 a ....

Total Sales, including switches, 20,700 bbls. P. Crude S. E. 9½ Bid.

Wednesday, Oct. 12, 1927.

HOLIDAY—NO MARKET.

Thursday, Oct. 13, 1927.

	—Range—	—Closing—
Sales. High. Low. Bid. Asked.		
Spot .....	1090 a	1125
Oct. .... 1100	1100 1095	a 1100
Nov. .... 1120	1120 1110	a 1115
Dec. .... 1113	1112 1113	a ....
Jan. .... 1126	1112 1112	a 1114

Feb. ....	1117 a	1125
Mar. .... 1143	1129 1130	a 1132
April .... 1137	1137 1135	a 1142
May .... 1163	1150 1150	a ....

SEE PAGE 41 FOR LATER MARKETS.

COCONUT OIL—A little more inquiry was in evidence and the market displayed a stronger tone, being influenced by the strength in tallow. In the East trade was quiet. At the Pacific coast, bids of 8¼c were turned down, sellers asking 8½c@8¾c. At New York, prices were quoted at 8¾c.

SOYA BEAN OIL—The market was quiet and steady throughout the week with consuming interests limited but offerings, on the other hand, were light. At New York, barrels were quoted at 12c, while at the Pacific coast, tanks were quoted at 9¼c.

PALM OIL—A continued strong position is indicated in this market. The larger importers continue to offer sparingly while spot holders were reported to have withdrawn from the market due to relative cheapness of this oil compared with tallow. At New York, spot Nigre was quoted at 7¼@7½c; shipment, 7.00@7.10c; spot Lagos, 7¼c; shipment, 7.70@7.75c.

PALM KERNEL OIL—Demand continued rather quiet, but the market was steadily held, with New York tanks quoted at 8.70c; casks, 9¼c; drums, 9¼c.

CORN OIL—The market was rather quiet and irregular backing and filling with cottonoil, with prices quoted at 9½c nominal f. o. b. mills.

OLIVE OIL FOOTS—Trade was quiet, but the market very steady owing to absence of pressure of supplies. At New York, old crop foots were quoted at 10¼@10½c and new crop, at 9c.

PEANUT OIL—Market nominal.

SESAME OIL—Market nominal.

COTTONSEED OIL—Cash oil demand on the spot was rather limited and the market irregular with futures. Crude oil, Southeast and Valley sold at 9¼ and 9½c in a limited way, with 9½c bid throughout the belt. Hills are holding for higher prices due to the strength in seed.

## Standing the Test

IN the liquidation of the July position the New Orleans Refined Cotton Seed Oil Market has stood a severe test, and again proved itself to the satisfaction of all fair minded traders. It has met every test and not been found wanting.

The present stock of certificated oil in New Orleans is over ten million pounds.

Always Use YOUR  
Cotton Oil Market

The New Orleans Refined Cottonseed Oil Contract was established at the request of the cotton oil trade.

New Orleans Cotton Exchange

## THE EDWARD FLASH CO.

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NEW YORK CITY

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ALL VEGETABLE OILS

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COTTON OIL FUTURES

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## COTTONSEED OIL

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# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

### Provisions.

Hog products were moderately active and firm the latter part of the week with firmness in hogs, scattered speculative buying, fair cash product demand, and limited pressure from packers.

### Cottonseed Oil.

Cottonoil was steady with a quieter mixed trade awaiting developments. Valley crude is selling moderately at 9½¢. September refined consumption was 375,000 barrels. Last year it was 253,000 barrels. Consumption is above expectation, but failed to bring about outside buying. Visible supply totaled 1,203,000 barrels against 680,000 barrels last year. This is looked upon as bearish.

Consumption the first two months was 714,000 barrels against 438,000 barrels last season.

Quotations on cottonseed oil at Friday noon were: October, \$10.90@11.10; November, \$11.00@11.20; December, \$11.17; January, \$11.18@11.22; February, \$11.20@11.30; March, \$11.34@11.36; April, \$11.37@11.47; May, \$11.53@11.56.

### Tallow.

Tallow, extra, sold at 8¾¢.

At the London tallow auction 1,251 casks were offered and 959 sold at prices unchanged to 9s higher. Mutton was quoted at 36s 3d@37s; beef, 36@40s. Good mixed, 34s@36s 6d.

### Stearine.

Stearine, 13¼¢ close.

## FRIDAY'S GENERAL MARKETS.

New York, Oct. 14, 1927.—Spot lard at New York: Prime western, \$13.25@13.35; middle western, \$13.10@13.20; city, 12½¢; refined continent, \$14.25; South American, \$15.00; Brazil kegs, \$16.00; compound, \$13.75.

### HULL OIL MARKET.

Hull, England, Oct. 14, 1927.—(By Cable)—Refined cottonseed oil 38s 6d; crude cottonseed oil 35s.

## CANADIAN STORAGE HOLDINGS.

Cold storage holdings of meat in Canada on Sept. 1, 1927, with comparisons with the same month last year, were as follows, according to the U. S. Department of Commerce.

	Sept. 1, 1927.	Sept. 1, 1926.
Pork .....	31,760,643	29,600,395
Lard .....	4,551,220	5,572,870
Beef .....	9,504,955	8,823,765
Veal .....	1,243,415	1,188,123
Mutton and Lamb .....	517,575	398,836

## NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ending Oct. 8, 1927, were reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City .....	4,306	8,863	3,004	15,000
New York .....	3,912	2,821	20,387	4,372
Central Union .....	2,888	1,044	....	19,364
Total .....	11,106	12,728	24,201	48,805
Previous week .....	7,519	10,321	25,609	45,444
Two weeks ago .....	8,702	14,387	24,512	57,218

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, Oct. 13, 1927, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
STEERS (Hvy. Wt. 700 lbs. up):				
Choice .....	\$22.00@24.00	\$22.00@23.00	\$22.50@25.00	\$23.50@25.00
Good .....	18.00@21.00	20.00@22.00	18.00@22.50	19.00@22.50
STEERS (Lt. & Med. Wt., 700 lbs. down):				
Choice .....	22.00@24.00	.....	22.50@25.00	23.50@25.00
Good .....	18.00@21.00	18.00@20.00	16.50@22.00	19.00@22.50
STEERS (All Weights):				
Medium .....	14.00@17.00	16.00@18.00	13.50@17.00	15.00@18.00
Common .....	12.00@14.00	15.00@16.00	13.00@14.00	12.00@14.00
COWS:				
Good .....	14.00@15.50	14.00@15.00	14.00@15.00	14.00@15.00
Medium .....	12.00@14.00	13.00@14.00	11.50@13.50	12.00@13.50
Common .....	10.50@12.00	12.50@13.00	10.00@11.50	11.00@12.00
<b>Fresh Veal (1):</b>				
VEALERS:				
Choice .....	24.00@25.00	.....	23.00@25.00	24.00@25.00
Good .....	22.00@24.00	20.00@22.00	21.00@24.00	22.00@24.00
Medium .....	20.00@22.00	18.00@20.00	19.00@22.00	20.00@22.00
Common .....	18.00@20.00	17.00@18.00	15.00@18.00	16.00@19.00
<b>CALF CARCASSES (2):</b>				
Choice .....	18.00@20.00	.....	17.00@19.00	18.00@20.00
Good .....	16.00@18.00	16.00@18.00	15.00@17.00	15.00@18.00
Medium .....	14.00@16.00	14.00@16.00	13.00@15.00	13.00@15.00
Common .....	12.00@14.00	13.00@14.00	11.00@13.00	12.00@13.00
<b>Fresh Lamb and Mutton:</b>				
LAMB (30-42 lbs.):				
Choice .....	24.00@26.00	24.00@26.00	24.00@27.00	23.00@25.00
Good .....	22.00@24.00	23.00@25.00	23.00@26.00	21.00@23.00
LAMB (42-55 lbs.):				
Choice .....	22.00@25.00	22.00@24.00	23.00@26.00	22.00@24.00
Good .....	21.00@24.00	21.00@23.00	22.00@25.00	19.00@21.00
LAMB (All Weights):				
Medium .....	20.00@22.00	19.00@21.00	20.00@23.00	18.00@20.00
Common .....	17.00@20.00	17.00@19.00	18.00@20.00	17.00@18.00
MUTTON (Ewes):				
Good .....	12.00@14.00	12.00@14.00	11.00@14.00	12.00@13.00
Medium .....	10.00@12.00	10.00@12.00	9.00@11.00	10.00@12.00
Common .....	8.00@10.00	8.00@10.00	8.00@10.00	8.00@10.00
<b>Fresh Pork Cuts:</b>				
LOINS:				
8-10 lb. av. ....	29.00@31.00	34.00@35.00	32.00@34.00	30.00@32.00
10-12 lb. av. ....	27.00@29.00	33.00@34.00	31.00@33.00	29.00@31.00
12-15 lb. av. ....	25.00@27.00	31.00@32.00	28.00@30.00	27.00@29.00
15-18 lb. av. ....	22.00@24.00	28.00@27.00	25.00@27.00	24.00@26.00
18-22 lb. av. ....	20.00@22.00	24.00@26.00	23.00@25.00	22.00@24.00
SHOULDER:				
N. Y. Style—Skinned .....	17.00@19.00	.....	18.00@20.00	18.00@20.00
PICNICS:				
4-6 lb. av. ....	.....	18.50@19.50	16.00@18.00	.....
6-8 lb. av. ....	.....	17.50@18.50	14.00@16.00	.....
BUTTS: Boston Style .....	23.00@25.00	21.00@23.00	23.00@25.00	22.00@24.00
SPARE RIBS: Half Sheets .....	15.00@17.00	.....	.....	.....
TRIMMINGS:				
Regular .....	14.00@15.00	.....	.....	.....
Lean .....	18.50@19.50	.....	.....	.....

(1) Includes "skin on" at New York and Chicago. (2) Includes sides at Boston and Philadelphia.

## SIoux CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., Oct. 12, 1927.

**CATTLE**—Cattle receipts for the first three days of the week totaled 18,500, a falling off of 2,000 from last week. Receipts were heavy enough for the demand, trade being under pressure from the start. Sharp declines were noticeable in all classes. Choice beefs are very scarce, holding from weak to steady. Choice beefs are still quotable up to \$16.25, which was paid last week. Grass beefs and warmed up cattle are a slow sale at from 25@75c lower. Veals rule steady at from \$7.00@14.00, according to quality. The bulk of the bulls are selling at \$5.50@6.50.

**HOGS**—Hog receipts continue light, with weights running heavy. The average weights averaging above 290 pounds. A noticeable change in market conditions is that heavy butchers are now leading in values. Top price today, \$11.20 paid for 275 pound butchers. The following prices are quotable at this time: 300 pounds and up, \$9.00@11.15; 200 to 300 pounds, \$9.65@11.20; 150 to 200 pounds, \$10.00@11.00.

**SHEEP**—Sheep receipts for the three days totaled 14,000. The market for lambs has been working toward a higher basis. Choice natives sold today at \$13.50. Aged sheep are steady, bulk of ewes \$6.00@6.50.

## POLISH LARD CONSUMPTION.

There has been a marked growth in Polish consumption of foreign lard during 1927, despite import restrictions, largely accounted for by the increased purchasing power of the people during the first half of the year. Imports during the second quarter of 1927 declined under those of the first quarter, due partly to seasonal factors and partly to a tightening of the import restrictions.

The general impression is that the consumption of Dutch lard is growing faster than that of the American article, although imports of such Dutch lard as contains vegetable fats are handicapped by the practically prohibitive duty, \$4.50 per 100 kilos, as compared with the duty for ordinary lard which amounts to 34 cents per 100 kilos.

## CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending October 8, 1927, 4,201,000 lbs.; previous week, 4,153,000 lbs.; same week, 1926, 4,025,000 lbs.; from Jan. 1 to Oct. 8, 1927, 171,650,000 lbs.; same period, 1926, 135,996,000 lbs.

Shipments of hides from Chicago for the week ending October 8, 1927, 4,683,000 lbs.; previous week, 5,956,000 lbs.; same week, 1926, 5,122,000 lbs.; from Jan. 1 to Oct. 8, 1927, 198,823,000 lbs.; same period, 1926, 199,270,000 lbs.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Oct. 14, 1927, show exports from that country were as follows: To England, 105,498 quarters; to the Continent, 61,311; others, none.

Exports for the previous week were as follows: To England, 68,332 quarters; to the Continent, none; others, none.

## COLBERT WITH MEYER CO.

Jess C. Colbert has become affiliated with the H. H. Packing Co., Cincinnati, Ohio, in the capacity of sales manager. Mr. Colbert was formerly general manager of the Springfield Packing Co., Springfield, Mo.



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## RECEIPTS AT CENTERS

**SATURDAY, OCTOBER 8, 1927.**

	Cattle.	Hogs.	Sheep.
Chicago	500	1,500	1,000
Kansas City	200	400	200
Omaha	200	400	200
St. Louis	600	1,700	300
St. Joseph	300	300	600
Sioux City	1,200	1,500	1,000
St. Paul	2,800	800	5,500
Oklahoma City	300	300	...
Fort Worth	500	200	...
Milwaukee	300	300	...
Denver	400	400	4,200
Louisville	200	600	100
Wichita	300	1,300	200
Indianapolis	100	4,500	400
Pittsburgh	23	1,800	300
Cincinnati	350	1,400	50
Buffalo	50	2,080	650
Cleveland	300	600	700
Nashville, Tenn.	100	300	200
Toronto	300	...	100

**MONDAY, OCTOBER 10, 1927.**

	Cattle.	Hogs.	Sheep.
Chicago	23,000	27,000	30,000
Kansas City	35,000	5,500	18,000
Omaha	22,000	6,900	27,000
St. Louis	10,000	13,000	2,000
St. Joseph	7,000	2,000	9,000
Sioux City	12,000	2,500	7,000
St. Paul	19,000	10,000	16,000
Oklahoma City	1,000	1,100	...
Fort Worth	3,000	1,500	...
Milwaukee	200	600	100
Denver	12,500	1,300	69,000
Louisville	2,300	2,500	400
Wichita	5,000	2,500	3,400
Indianapolis	400	5,000	600
Pittsburgh	400	6,500	3,500
Cincinnati	3,200	6,000	500
Buffalo	3,000	14,000	9,700
Cleveland	1,300	3,500	4,300
Nashville, Tenn.	600	1,400	300
Toronto	4,000	600	3,400

**TUESDAY, OCTOBER 11, 1927.**

	Cattle.	Hogs.	Sheep.
Chicago	8,000	20,000	17,000
Kansas City	15,000	7,000	10,000
Omaha	12,500	5,500	21,000
St. Louis	6,500	18,000	1,500
St. Joseph	4,000	6,000	4,500
Sioux City	3,000	4,000	2,500
St. Paul	2,000	6,500	2,500
Oklahoma City	600	800	...
Fort Worth	2,500	500	500
Milwaukee	1,000	5,000	500
Denver	2,500	600	8,500
Louisville	300	700	600
Wichita	1,200	2,200	400
Indianapolis	1,000	6,000	1,200
Pittsburgh	100	1,000	500
Cincinnati	400	4,000	700
Buffalo	100	1,200	600
Cleveland	300	1,800	1,000
Nashville, Tenn.	300	400	300
Toronto	400	800	200

**WEDNESDAY, OCTOBER 12, 1927.**

	Cattle.	Hogs.	Sheep.
Chicago	12,000	15,000	20,000
Kansas City	11,000	4,000	18,000
Omaha	4,800	5,000	18,000
St. Louis	5,000	9,000	3,000
St. Joseph	2,500	4,000	5,000
Sioux City	3,500	4,000	2,500
St. Paul	3,000	11,000	3,000
Oklahoma City	1,500	700	...
Fort Worth	3,000	500	...
Milwaukee	500	2,500	300
Denver	2,600	800	11,000
Louisville	100	400	100
Wichita	800	1,800	200
Indianapolis	1,100	4,500	900
Pittsburgh	...	1,500	1,000
Buffalo	200	1,800	600
Cleveland	300	2,000	2,000
Nashville, Tenn.	100	300	200
Toronto	400	200	100

**THURSDAY, OCTOBER 13, 1927.**

	Cattle.	Hogs.	Sheep.
Chicago	8,000	20,000	19,000
Kansas City	3,500	4,500	7,000
Omaha	4,000	5,000	10,000
St. Louis	2,800	6,500	2,000
St. Joseph	2,300	2,000	6,000
Sioux City	4,000	3,500	2,000
St. Paul	5,000	7,000	5,500
Oklahoma City	900	600	...
Fort Worth	3,800	1,200	800
Milwaukee	800	3,500	300
Denver	2,100	800	22,400
Wichita	400	1,400	2,000
Indianapolis	800	7,000	1,000
Pittsburgh	...	1,500	800
Cincinnati	1,000	3,900	300
Buffalo	100	800	200
Cleveland	300	2,000	1,500

**FRIDAY, OCTOBER 14, 1927.**

	Cattle.	Hogs.	Sheep.
Chicago	2,000	12,000	20,000
Kansas City	1,000	2,500	1,500
Omaha	1,500	3,500	6,000
St. Louis	1,500	9,500	1,000
St. Joseph	600	3,000	2,600
Sioux City	1,500	3,000	3,000
St. Paul	2,000	6,500	3,500
Oklahoma City	1,500	700	...
Fort Worth	2,800	800	900
Milwaukee	200	800	100
Denver	700	400	31,500
Wichita	200	1,900	200
Indianapolis	700	8,000	1,000
Pittsburgh	...	1,200	600
Cincinnati	800	4,100	700
Buffalo	300	4,000	2,000
Cleveland	200	1,500	1,000

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# LIVE STOCK MARKETS

## CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)  
Chicago, Ill., Oct. 13, 1927.

**CATTLE**—Last week's 50 to 75c decline on inbetween grades of fed steers was largely regained. Values are practically as high as at any time this season and are the highest in seven years. Western grassers were strong to 25c higher for the week; fat she stock, 25 to 50c higher, fat cows up most; cutters, 15 to 25c higher.

Bulls, 25 to 35c higher; vealers, \$1.00 up; extreme top fed steers, \$16.80; yearlings, \$16.75; medium weights, \$16.65; most fed steers, \$15.00 downward to \$12.00; western grassers, \$9.50@11.00; best yearlings, \$10.50; heavy feeders, up to \$10.85.

The outstanding feature of the week's trading was tonnage deficiency. The supply numerically was also smaller than a week earlier. Light and medium weights predominated, not only in the fed steer but also in the western grass run. Big weights, which were arriving in volume a year earlier, were in negligible supply. Even in the face of rather narrow local demand and more or less desultory shipper outlet, the influence of light beef yielding supplies gradually forced the general market higher, the close being the best time.

Probably the supply of beef cattle was the smallest in the history of the trade for this season of the year. This circumstance gave rise to interesting speculation concerning tonnage yields later in the year before short fed cattle start to run in volume and after the western grass run is in. Replacement demand continued rather brisk, efforts to break prices on thin steers,

also meaty kinds suitable for a quick turn, being fruitless.

**HOGS**—Hogs are unevenly 25 to 75c higher for the week, with the most advance on pigs, packing sows and heavy butchers. Continued small receipts was the principal factor in the advance. Late top was \$12.10, the highest in weeks.

Bulk prices follow: Good and choice 160 to 200 lbs., \$11.25@11.90; 210 to 240 lbs., \$11.80@12.10; 250 to 325 lbs., \$11.60@12.10; packing sows, \$10.25@10.75; pigs, \$9.75@10.50; strong weights, up to \$10.90.

**SHEEP**—Despite slightly larger runs locally and in the aggregate, killing supplies have not been burdensome and fat lambs show a 25 to 50c advance for the period. Range lambs showed some quality improvement and recorded the full upturn. The advance put top Idaho lambs at \$14.25, most choice westerns going at \$14.00@14.15, while good rangers went at \$13.50@13.80 late.

Natives moved at \$13.00@13.75 during the week, with the late bulk at \$13.50@13.75 and the best corn belters at \$14.00. Buck lambs scaling 110 to 130 lbs. when rejected from loads sold at \$11.00@11.50, culls going at \$10.00@10.75, and medium to good yearlings at \$10.00@11.00. Fat ewes at steady to 25c lower rates sold at \$5.50@6.25. Choice 92 lbs. Nebraska fed clipped lambs reached \$12.25 with a few 111 pounders out at \$11.00.

## ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)  
East St. Louis, Ill., Oct. 13, 1927.

**CATTLE**—Native steer run decreased considerably this week, while range re-

ceipts were lightest since first of July. Compared week ago, steers at \$12.50 up; fat heifers, cows and low cutters steady; other native steers and medium heifers, 25c lower; Western steers, steady; medium bulls, 50c lower; good and choice vealers, 50@75c higher. Tops for week: 1,100 lbs. matured steers, \$15.35; 992 lb. yearlings, \$14.75; 704 lb. heifers, \$13.50; Western steers, \$10.50. Bulks for week: Native steers, \$10.60@14.75; Western steers, \$8.00@9.75; fat heifers, \$11.50@12.50; cows, \$6.25@7.25; low cutters, \$4.50@5.00.

**HOGS**—Hog prices advanced sharply on small runs, top going to \$12.00 today, with bulk of good hogs above 190 lbs., \$11.90@12.00, or 40@50c over a week earlier. Light hogs, although still on the bottom, show even greater improvement, good 160-180 pounders earning \$11.75@11.85, today topping 50@60c higher. Pigs are up 75c@1.00, bulk \$10.50@11.00; 140-150 lbs., \$11.25@11.50. Packing sows are 50c higher, bulk \$10.00@10.25.

**SHEEP**—Although supplies are below normal, fat lamb trade is 25@50c lower this week than last, despite today's upturn. Best lambs sold at \$12.50@12.75 to packers, although right kinds would bring 25@50c more. Butchers paid \$13.00@13.25 for a few. Quality is poor with many common and medium descriptions from \$9.00@12.25; culls mostly \$8.50; fat ewes, \$4.50@5.50.

## KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)  
Kansas City, Mo., Oct. 13, 1927.

**CATTLE**—The week's trade in fat cattle ruled very uneven. Highly finished fed steers and yearlings were scarce and are strong to 25c higher, while other grain feds and the better grades of fed grassers held steady. Inbetween grades of western grassers selling from \$9.00@11.00 were numerous and closed at weak to 25c lower rates.

Low priced straight grassers held steady. Choice yearlings topped the week at \$16.25, and best weighty steers topped at \$16.00. Several loads of choice natives sold from \$14.50@15.80, while the bulk of the fed offerings cleared from \$11.00@13.75. Straight grassers went from \$7.25@10.50. She stock and bulls held at around steady prices, and vealers are 50c higher, with the late top at \$14.00.

**HOGS**—Demand for finished butchers, scaling from 225 lb. up, continues broad, and closing levels are 15@30c higher, while offerings average from 180-220 lb. are 10@

## LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Oct. 13, 1927, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.) med.-ch.....	\$11.10@12.10	\$11.10@11.90	\$10.60@11.50	\$10.50@11.55	\$10.50@11.25
Med. wt. (200-250 lbs.) med.-ch.....	11.40@12.10	11.65@12.00	11.00@11.50	11.10@11.90	11.00@11.40
Lt. wt. (160-200 lbs.) com.-ch.....	11.00@12.00	11.50@12.00	10.25@11.45	10.50@11.50	10.75@11.40
Lt. lt. (130-160 lbs.) com.-ch.....	9.75@11.60	10.50@11.75	9.25@10.90	10.00@10.85	10.25@11.00
Packing sows, smooth and rough.....	9.75@11.00	9.65@10.50	9.85@10.40	9.35@10.40	9.75@10.25
Slight. pigs (130 lbs. down), med.-ch.....	9.50@10.90	10.25@11.00		9.75@10.25	10.00@10.50
Av. cost and wt., Wed. (pigs excluded).....	11.11-228 lb.	11.66-195 lb.	10.31-284 lb.	10.80-219 lb.	
<b>Slaughter Cattle and Calves:</b>					
<b>STEERS (1,500 LBS. UP):</b>					
Good-ch.....	13.50@16.90		12.00@16.00	11.75@16.00	
<b>STEERS (1,300-1,500 LBS.):</b>					
Choice.....	16.00@16.90	15.25@16.00	14.50@16.00	14.50@16.00	13.75@15.50
Good.....	13.00@16.00	12.75@15.25	12.00@14.50	11.75@14.50	11.25@13.75
<b>STEERS (1,100-1,300 LBS.):</b>					
Choice.....	16.00@16.90	15.25@16.00	14.50@16.00	14.50@16.00	13.50@15.50
Good.....	12.75@16.00	12.50@15.25	11.50@14.50	11.50@14.50	11.00@13.50
<b>STEERS (950-1,100 LBS.):</b>					
Choice.....	15.50@16.75	15.00@15.75	14.50@16.00	14.50@16.25	13.00@15.25
Good.....	12.25@15.75	12.00@15.00	11.25@14.50	11.50@14.50	10.25@13.00
<b>STEERS (800 LBS. UP):</b>					
Medium.....	9.25@13.00	8.00@12.50	8.15@12.00	7.85@11.75	7.75@10.75
Common.....	7.00@ 9.25	6.75@ 8.00	6.25@ 8.15	6.25@ 8.00	6.25@ 7.75
<b>STEERS (FED CALVES AND YEARLINGS 750-950 LBS.):</b>					
Choice.....	15.25@16.00	14.50@15.50	14.00@15.50	14.00@15.85	12.25@15.00
Good.....	11.75@15.25	11.50@14.50	10.85@14.00	11.15@14.00	10.00@12.25
<b>HEIFERS (850 LBS. DOWN):</b>					
Choice.....	13.50@14.75	13.50@14.50	12.50@14.00	12.75@14.50	11.50@13.00
Good.....	10.00@13.75	11.50@13.50	10.00@12.50	9.75@13.00	8.75@11.50
Common-med.....	7.25@11.00	6.75@11.50	6.25@10.00	6.25@ 9.75	6.00@ 8.75
<b>HEIFERS (850 LBS. UP):</b>					
Choice.....	11.50@14.00	11.00@13.00	11.00@13.25	10.75@13.25	9.50@12.25
Good.....	9.50@13.25	9.00@11.00	8.65@11.75	8.50@12.50	8.50@10.00
Medium.....	8.25@10.00	7.75@ 9.00	7.00@ 9.25	6.50@ 9.25	6.50@ 8.50
<b>COWS:</b>					
Choice.....	9.25@10.00	9.25@10.00	8.25@ 9.50	8.50@ 9.25	8.00@ 9.25
Good.....	7.25@ 9.25	7.75@ 9.25	6.50@ 8.25	6.75@ 8.50	6.50@ 8.00
Common-med.....	6.00@ 7.25	6.00@ 7.75	5.50@ 6.50	5.75@ 6.75	5.25@ 6.50
Low cutter and cutter.....	5.00@ 6.25	4.25@ 6.00	4.50@ 5.50	4.50@ 5.75	4.00@ 5.25
<b>BULLS (YEARLINGS EXC.):</b>					
Beef Good-ch.....	7.50@ 8.00	7.00@ 7.75	6.50@ 7.50	6.75@ 7.25	6.60@ 7.25
Cutter-med.....	5.50@ 7.60	5.25@ 6.75	5.25@ 6.50	5.00@ 6.75	5.25@ 6.75
<b>CALVES (500 LBS. DOWN):</b>					
Medium-ch.....	7.25@10.50	7.00@ 9.50	6.50@ 9.50	6.50@10.00	7.00@ 9.50
Cull-common.....	6.00@ 7.25	5.00@ 7.50	5.00@ 6.50	5.00@ 6.50	5.00@ 7.00
<b>VEALERS (MILK-FED):</b>					
Good-ch.....	14.50@16.00	15.50 only	11.50@13.50	11.50@14.00	10.00@13.00
Medium.....	13.50@14.50	11.50@15.50	9.50@11.50	8.00@11.50	8.00@10.00
Cull-common.....	8.00@13.50	5.50@11.50	6.00@ 9.50	5.50@ 8.00	5.50@ 8.00
<b>Slaughter Sheep and Lambs:</b>					
Lambs (84 lbs. down) good-choice.....	13.50@14.25	12.50@13.25	12.75@13.75	12.25@13.50	12.50@13.75
Lambs (92 lbs. down) medium.....	11.25@13.50	11.25@12.50	11.75@12.75	11.25@12.25	11.25@12.50
Lambs (all weights) cull-common.....	9.75@12.25	8.50@11.25	9.00@11.75	7.75@11.25	9.25@11.25
Yearling wethers (110 lbs. down) medium-choice.....	9.75@12.50	8.50@11.50	8.25@10.25	8.25@11.00	8.00@10.50
Ewes (120 lbs. down) medium-choice.....	4.50@ 6.50	5.00@ 5.50	4.50@ 6.25	4.00@ 6.00	4.00@ 6.00
Ewes (120-150 lbs.) medium-choice.....	3.75@ 6.25	4.00@ 5.50	4.00@ 6.00	3.75@ 5.75	4.00@ 6.00
Ewes (all weights) cull-common.....	1.50@ 4.50	1.00@ 4.50	1.50@ 4.50	1.25@ 4.00	1.50@ 4.00

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15c up. Light lights met a limited inquiry at steady prices. Closing prices are at the week's high point. Choice 215-240 lb. weights went from \$10.00@10.75; 170-200 lb., \$10.85@11.35; 210-250 lb., \$11.35@11.60; 260-350 lb. butchers, \$10.75@11.30. Packing sows are 15@25c higher at \$9.75@10.35.

**SHEEP**—Fat lambs finished the week at strong to 25c higher rates, with best westerns selling at \$13.50 and the bulk going from \$13.00@13.50. A few native lambs ranged from \$11.50@12.25. Aged sheep are around 25c lower, with best fat ewes at \$6.00 and the majority selling from \$5.50@5.75.

## OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., Oct. 13, 1927.

**HOGS**—Famine receipts here and elsewhere, coupled with improved inquiry from all sources resulted in a substantial advance in hog prices for the seven-day period. In a general way, the upturn was quoted 25@40c, with medium and light weight butchers showing the big end of the advance. Thursday's bulks follow: 160-190-lb. lights, \$10.75@11.25; 190-240-lb. weights \$11.25@11.50; top \$11.50; 240-290-lb. butchers \$11.00@11.40; 290-400-lb. butchers \$10.60@11.00; packing sows, \$10.00@10.35; stags \$8.25@9.25.

**CATTLE**—Prices on fed steers and yearlings show very little change for the week, choice offerings holding fully steady to a little stronger, while some short fed light kinds show a touch of weakness. Grass steers also held about steady. Bulk of fed offerings cleared at \$11.50@14.50, with a number of loads of yearlings up to \$15.50, and a few loads up to \$15.85. Weighty grass steers earned \$12.00. Beef cows were in narrow demand, and prices declined 25@40c. Cutters advanced 10@15c, and heifers held steady. Veals and calves held steady; practical top veals, \$13.00.

**SHEEP**—Lambs trade during the period under review has been featured by a strong undertone, with prices gradually working higher, and, compared with a week ago, the net upturn amounts to 40-50c. At the close, bulk of the fat range lambs cashed \$13.35@13.60, week's top, \$13.75; natives \$12.75@13.00; fed clipped lambs \$12.15, these strong weights averages, 92-97-lb.; other killing classes are steady. Range yearlings are selling largely \$9.00@9.50; wethers up to \$7.50; bulk slaughter ewes, \$5.00@6.00.

## ST. PAUL.

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

South St. Paul, Minn., Oct. 12, 1927.

**CATTLE**—Mounting runs of live cattle, which included the peak run of the season, in the face of a congested outlet for dressed beef made for 15@25c lower prices at the opening. Some reactions have developed since then, although few price changes have occurred. Top range beefs were a string of 145, 1,322 lb. Montana steers at \$12.40, other desirable offerings going at \$10.50@11.25, the bulk around \$9.00@10.50. The decline on she stock placed most fat cows at \$5.75@7.00 and heifers around \$6.50@8.25. Cutters dropped back to a \$4.25@5.00 bulk, while bulls sold largely at \$6.00@6.50. Vealers are \$1.00 under a week earlier, bulk today clearing at \$12.50. Stock cows and heifers shared in the steer decline, these selling at \$5.00 to \$7.00 mostly.

**HOGS**—Butchers and light hogs, as well as sows, are strong to 25c higher than a week ago, packing sows 25@50c higher, light lights weak to 25c lower. Bulk of the desirable lights and medium weight butchers are selling from \$11.00@11.10; a few choice lots today, \$11.20@11.35; light lights from \$10.25@10.75; bulk sows, \$9.85

@10.15; pigs mostly \$10.25, a few up to \$10.40.

**SHEEP**—The lamb market compared with a week ago is steady to 25c lower, with sheep about steady, while feeding lambs are 25c lower. Recently bulk of the fat lambs cashed at \$12.25@13.25; heavies mostly \$11.25, and culls largely \$9.25. Most of the fat ewes cleared to packers at \$4.50 @6.00; culls \$2.00@3.50. Range feeding lambs sold at \$12.50@12.75, with natives mostly at \$10.00@11.00.

## PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, Oct. 8, 1927, with comparisons, are reported to The National Provisioner as follows:

### CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	7,849	5,000	22,288
Swift & Co.	6,078	5,000	20,221
Morris & Co.	2,933	10,300	7,797
Wilson & Co.	5,197	6,400	7,289
Anglo-Amer. Prov. Co.	1,161	1,100	.....
G. H. Hammond Co.	3,389	1,900	.....
Libby, McNeill & Libby	1,776	.....	.....
Brennan Packing Co.	6,100	hogs; Miller & Hart.	.....
3,000 hogs; Independent Packing Co.	2,700	hogs; Boyd, Lunham & Co.	3,000
hogs; Western Packing & Provision Co.	7,200	hogs; Roberts & Oake.	3,500
hogs; others, 17,500 hogs.	.....	.....	.....

### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	5,003	780	3,643	4,582
Cudahy Pkg. Co.	5,211	1,480	2,329	8,231
Fowler Pkg. Co.	488	.....	.....	.....
Morris & Co.	3,582	1,009	1,272	3,993
Swift & Co.	6,019	2,376	3,461	6,903
Wilson & Co.	5,509	1,139	2,578	5,084
Local butchers	1,209	75	1,840	235
Total	27,021	7,465	15,123	29,118

### OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	5,261	4,791	5,329
Cudahy Pkg. Co.	5,639	5,324	6,074
Dold Pkg. Co.	1,983	4,984	.....
Morris & Co.	2,922	645	2,833
Swift & Co.	6,051	4,181	11,784
Eagle Pkg. Co.	25	.....	.....
M. Glassburg	14	.....	.....
Glaser Prov. Co.	45	.....	.....
Hoffman Bros.	68	.....	.....
Mayerowich & Vail.	38	.....	.....
Omaha Pkg. Co.	55	.....	.....
J. Rife Pkg. Co.	20	.....	.....
J. Roth & Sons.	90	.....	.....
So. Omaha Pkg. Co.	126	.....	.....
Lincoln Pkg. Co.	435	.....	.....
Morrell Pkg. Co.	19	.....	.....
Nagle Pkg. Co.	19	.....	.....
Sinclair Pkg. Co.	182	.....	.....
Wilson & Co.	90	.....	.....
Kennett-Murray Co.	.....	636	.....
J. W. Murphy.	.....	3,032	.....
Other Hog Buyers, Omaha	.....	7,798	.....
Total	23,093	31,341	26,620

### ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,779	837	3,256	1,763
Swift & Co.	4,169	1,623	5,796	3,284
Morris & Co.	2,463	830	2,754	728
East Side Pkg. Co.	1,766	45	4,651	.....
All others	4,758	1,348	13,692	1,911
Total	15,935	4,683	30,149	7,686

### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,608	870	5,961	12,435
Armour and Co.	2,579	328	4,255	3,583
Morris & Co.	1,914	583	1,427	2,384
Others	5,719	224	4,945	12,563
Total	13,820	2,005	16,598	30,965

### SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,856	503	4,448	1,752
Armour & Co.	2,905	382	2,800	3,074
Swift & Co.	2,072	540	2,083	2,132
Sacks Pkg. Co.	20	.....	.....	.....
Smith Bros.	57	9	313	.....
Local butchers	144	15	3	.....
Order buyers	2,617	118	8,389	.....
Total	10,861	1,567	18,085	7,558

### MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,983	4,219	14,424	1,431
U. D. B. Co., New York	56	.....	.....	.....
The Layton Co.	.....	.....	502	.....
R. Gums & Co.	165	.....	77	.....
Armour & Co., Milwke.	556	2,310	.....	.....
Armour & Co., Chgo.	343	.....	.....	.....
Butchers	307	320	92	344
Others	225	45	5	72
Total	3,635	6,894	15,100	1,847

### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,852	1,148	2,140	41
Wilson & Co.	1,940	921	2,060	31
Other butchers	64	.....	521	.....
Total	3,856	2,069	4,721	72

### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,413	862	4,085	670
Jacob Dold Pkg. Co.	478	21	4,501	.....
Western Drad. Beef Co.	25	.....	.....	.....
Dunn-Ostertag	95	.....	.....	.....
Keefe-Le Sturgeon	126	.....	.....	.....
Total	2,137	883	8,586	670

### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	4,934	4,039	10,852	7,719
Cudahy Pkg. Co.	629	1,257	.....	.....
Hertz Bros.	245	50	.....	.....
Swift & Co.	6,849	5,738	16,686	22,968
United Pkg. Co.	1,488	205	.....	.....
Others	1,083	96	7,912	2,049
Total	15,225	11,376	35,450	32,739

### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern Buyers	1,283	1,793	17,690	4,944
Kingman & Co.	2,055	1,033	8,074	329
Indianapolis Abat. Co.	1,490	294	186	104
Armour & Co.	401	10	2,282	.....
Bell Pkg. Co.	32	.....	298	.....
Brown Bros.	131	17	.....	12
Hilgemeier Bros.	.....	.....	874	.....
Schussler Pkg. Co.	34	.....	393	.....
Riverview Pkg. Co.	11	6	215	.....
Meier Pkg. Co.	89	6	315	.....
Indiana Prov. Co.	60	20	408	.....
Art Wabnitz	2	33	.....	31
Maas-Hartman & Co.	41	.....	.....	.....
Steinmetz Pkg. Co.	.....	39	.....	8
Hoesier Abat. Co.	37	.....	.....	.....
Misc.	418	80	112	402
Total	6,106	3,345	30,817	6,061

### CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
C. A. Freund	133	62	159	.....
Sam Gall & Son	.....	16	.....	448
J. Hilberg & Son	118	3	.....	58
Gus Juengling	202	136	.....	81
E. Kahn Son Co.	666	214	3,431	255
Kroger Gro. & Bkg. Co.	230	112	2,813	.....
Lochrey Pkg. Co.	7	.....	249	.....
H. H. Meyer Pkg. Co.	21	.....	2,077	.....
W. G. Rehn & Son	152	69	.....	.....
A. Sander Pkg. Co.	5	.....	1,164	.....
J. Schlachter & Son	237	217	.....	169
J. & F. Schroth Pkg. Co.	15	.....	2,781	.....
Vogel & Son	15	4	603	.....
Total	1,801	833	13,277	1,011

### RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ending Oct. 8, 1927, with comparisons:

### CATTLE.

	Week ending Oct. 8.	Prev. week.	Cor. week, 1926.
Chicago	28,883	27,864	40,869
Kansas City	27,021	26,572	27,819
Omaha	23,093	18,903	30,832
St. Louis	30,148	24,775	31,246
St. Joseph	13,820	11,852	14,472
Sioux City	10,861	8,936	10,334
Oklahoma City	3,856	5,028	3,420
Indianapolis	6,106	5,884	6,940
Cincinnati	1,801	1,692	2,265
Milwaukee	3,635	3,413	3,744
Wichita	2,137	1,963	2,859
Denver	.....	.....	2,550
St. Paul	15,225	12,321	17,426
Total	152,373	141,855	180,935

### HOGS.

	Week ending Oct. 8.	Prev. week.	Cor. week, 1926.
Chicago	76,300	72,200	75,400
Kansas City	15,123	13,661	29,926
Omaha	31,341	32,845	31,512
St. Louis	30,148	24,775	31,246
St. Joseph	16,598	15,317	24,898
Sioux City	18,085	20,844	20,104
Oklahoma City	4,721	3,185	4,465
Indianapolis	30,817	34,574	43,994
Cincinnati	13,277	13,773	1,251
Milwaukee	15,100	12,904	13,078
Wichita	8,586	21,176	9,201
Denver	.....	.....	3,224
St. Paul	35,450	28,488	45,622
Total	295,547	293,742	333,899

### SHEEP.

	Week ending Oct. 8.	Prev. week.	Cor. week, 1926.
Chicago	57,595	45,209	44,155
Kansas City	20,118	35,533	38,242
Omaha	26,620	36,146	21,172
St. Louis	7,686	8,009	5,933
St. Joseph	30,965	31,890	25,008
Sioux City	7,558	8,004	7,843
Oklahoma City	72	32	.....
Indianapolis	6,061	5,432	13,518
Cincinnati	1,011	1,073	716
Milwaukee	1,847	1,618	1,486
Wichita	670	459	625
Denver	.....	.....	5,748
St. Paul	32,739	26,754	27,064
Total	201,942	200,150	191,498



## HIDE AND SKIN MARKETS

### Chicago.

**PACKER HIDES**—There was a somewhat scattered trade in the packer hide market during the week, most of the descriptions traded in moving at a 1/4c advance over last week. Around 40,000 to 50,000 hides were reported sold, mostly September-October take-off. Heavy branded steers appear to be in a firmer position than the lighter hides, and in some instances last trading prices have been declined unless lighter branded hides were also taken.

Spread native steers are quoted nominally around 24 1/2@25c. Heavy native steers sold early in the week at 23 1/2c, or 1/4c up. Extreme native steers were moved by one packer at 22c, also 1/4c up.

Butt branded steers are firm, with sales at 22c, an advance of 1/4c over the previous week, and more are wanted at 22c. Colorados were moved by all packers, to a total of about 11,000, at 21 1/2c, also 1/4c over last week. Heavy Texas steers are firm. One packer sold 1,000 early in the week at 22c, 1/4c up. Two other packers sold later at the same figure. Light Texas steers, 21 1/2c asked; extreme light Texas steers, 21c asked.

One packer moved a car of heavy native cows at 22c, a new price, and this figure is now asked. Around 3,000 to 4,000 light native cows sold at 22c, and this is now asked for more, with buyers willing to trade at 21 1/2c. Late last week 5,000 light cows sold at 21 1/2c. For branded cows 21c is generally asked and 20 1/2c bid. There were rumors of sales late at the bid price but these are as yet unconfirmed.

Native bulls, 17c bid and 17 1/2c asked for current take-off, with last trading in July-August bulls at 16 1/2c. Three packers moved a total of 4,400 branded bulls, June to date, at 15 1/2c.

**SMALL PACKER HIDES**—The market is firm and some October productions are being offered at 22c for all-weight native steers and cows and 21c for branded. Bids of 21 1/2c for October natives and 20 1/2c for branded were declined early in the week. One local killer is still holding September production. Another moved September production, around 5,000, at the market, early in the week. One small packer moved 500 slunks at a price reported to have been \$1.80 for regulars and 80c for hairless. Another killer declined a bid of \$1.75 for regulars and \$1.00 for hairless, heavier weight skins only.

**COUNTRY HIDES**—Country hides are steady, but trading is rather slow and buyers are not inclined to pay the prices asked. Good all-weights are priced around 19c, with buyers' ideas of values

around 18 1/2c. Heavy steers and cows, 17@17 1/2c asked. Buff weights are priced at 18 1/2@19c. Choice 25/45 lb. extremes are generally priced at 21 1/2c, but some good outside lots are reported moving at 21c, selected, delivered. Weights of 25/50 lb. are priced at around 20 1/2c. Bulls, 13 1/2@14c, selected, asked. All-weight branded, 16 1/2@17c, Chicago freight, asked.

**CALFSKINS**—The market is active and higher. Early in the week one packer moved 12,000 September calfskins at 25 1/2c for northerns and 24 1/2c for southerns. Two other packers moved 3,500 and 4,500 September skins on the same basis. Later, one packer moved around 25,000 September skins on the basis of 26c for northerns.

First salted Chicago city calf 24c is generally asked. Last confirmed trading was at 23c, with rumors of business since at 23 1/2c. Outside city skins are quoted around 22 1/2@23c asked. Resalted lots are quoted at 19 1/2@22c, selected. Mixed cities and countries range 19@21c.

**KIPSKINS**—Last trading in packer kipskins was at 24 1/2c for natives, 24 1/2c for over-weights and 22 1/2c for branded. Twenty-five cents is now asked for natives.

First salted Chicago city kips sold last at 22 1/2c and buyers are now asking 23c. Outside cities are around 22c. Resalted lots, 19 1/2@21c, selected, asked. Mixed cities and countries range 19@20c.

Packer regular slunks appear to be sold up and the actual market at the moment is somewhat in doubt. Last trading was at \$1.50 for regulars and 80c for No. 1 hairless, but these are quoted nominally at \$1.60@1.75 for regulars and around \$1.00 for No. 1 hairless, based on trading in small packer slunks.

**HORSE HIDES**—The market is stronger, with reports of trading in good renderers at \$7.00, and up to \$7.25 is asked for choice eastern renderers. Ordinary mixed lots range down to \$6.00.

**SHEEPSKINS**—Dry pelts are quoted at 25@27c per lb., according to section. Packer shearlings are steady. One packer sold a car, running around 25 per cent No. 2's, at \$1.20, a steady price for that quality. There was some trading recently on short shearlings at around \$1.10. Pickled skins are reported well sold up locally, with \$9.50 last obtained for straight run of lamb and \$9.75 is now asked. The New York market is quoted around \$9.25@9.50 for straight run of domestic lambs. Pickled sheepskins moved on the basis of \$11.00 for blind ribbies and \$9.50 for ribbies, at Chicago. Packer wool lambs are quoted at \$2.85 per cwt. live lamb at Chicago. There are reports of sales at around \$3.10 at New York.

**PIGSKINS**—Trading is reported in No.

1 pigskin strips on the basis of 8 1/2c and 8 1/4c, delivered mid-west destination point. Bids of 8 1/2c at northwestern points are still reported. Gelatine stocks sold at 4 1/2c and 4 1/4c, delivered at a mid-west point.

### New York.

**PACKER HIDES**—There was a fair amount of activity in the packer hide market during the week. Actual quantities are not mentioned, but three sellers are known to have moved hides on a basis of 23 1/2c for natives, 22c for butts and 21 1/2c for Colorados, leaving the market in a firm position.

**COUNTRY HIDES**—Steady to firm prices are asked on country hides, with buyers not inclined to trade on present asking prices. As a result trading is rather slow. Sellers are asking around 22c for choice 25/45 lb. mid-west extremes, ranging down to 20 1/2c for 25/50 lb. weights.

**CALFSKINS**—The market is fairly well sold up on calf and is firm. The 5-7's sold last at \$1.95 and 7-9's at \$2.35.

Last trading in 9-12's was at \$3.40. Sales of 17-25 lb. kips are reported at \$5.50, and buttermilk kips at \$3.65.

Chicago hide receipts and shipments on page 41.

### CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending Oct. 15, 1927, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ending Oct. 15, '27.	Week ending Oct. 8, '27.	Cor. week. 1926.
Spread native steers .....	24 1/2@25n	@24n	@18n
Heavy native steers .....	@23 1/2	@23	@16 1/2
Heavy Texas steers .....	@22	@21 1/2	@15 1/2
Heavy butt branded steers .....	@22	@21 1/2	@15 1/2
Heavy Colorado steers .....	@21 1/2	@21	@15
Ex-light Texas steers .....	20 1/2b@21ax	@20 1/2	@14ax
Branded cows .....	20 1/2b@21ax	@20 1/2	13 1/2b@14ax
Heavy native cows .....	@22	21 1/2@22n	15b@15 1/2ax
Light native cows .....	@22	21 1/2@22n	14 1/2b@15ax
Native bulls .....	17b@17 1/2ax	@17 1/2ax	@11
Branded bulls .....	@15 1/2	15 1/2@16 1/2n	9 @10
Calfskins .....	25 1/2@26	24b @26ax	20 @20 1/2n
Kips .....	@24 1/2	@24 1/2	19 1/2@20ax
Kips, overwt. .....	@24 1/2	@24 1/2	17 1/2@18ax
Kips, branded .....	@22 1/2	@22 1/2	15 1/2@16ax
Slunks, regular .....	1.60@1.75n	@1.50n	1.50@2.00ax
Slunks, hairless .....	.90 @1.00n	90 @1.00n	75@1.00ax
Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.			

### CITY AND SMALL PACKERS.

	Week ending Oct. 15, '27.	Week ending Oct. 8, '27.	Cor. week. 1926.
Natives, all weights .....	21 1/2b@22ax	@21 1/2	@14 1/2
Branded hds. .....	20 1/2b@21ax	@20 1/2	@13 1/2
Bulls, native .....	@16 1/2	@16 1/2	10 1/2@10 1/2n
Branded bulls .....	@15n	@15n	8 1/2@9ax
Calfskins .....	23 1/2@24ax	22 @24n	18 1/2@19ax
Kips .....	22 1/2@23n	@22 1/2	15 1/2@16ax
Slunks, regular .....	1.75@1.80	1.25@1.40n	1.00@1.20ax
Slunks, hairless .....	No. 1 .....	.80 @1.00n	75 @85

### COUNTRY HIDES.

	Week ending Oct. 15, '27.	Week ending Oct. 8, '27.	Cor. week. 1926.
Heavy steers .....	17 @17 1/2ax	17 @17 1/2	11 @11 1/2ax
Heavy cows .....	17 @17 1/2ax	17 @17 1/2	10 @10 1/2ax
Butts .....	18 1/2@19ax	18 1/2@19	11 1/2@12ax
Extremes .....	20 1/2@21 1/2ax	20 1/2@21 1/2ax	14 1/2@15ax
Bulls .....	13 1/2@14ax	13 1/2@14ax	7 1/2@8ax
Calfskins .....	@19n	18 @19n	@14 1/2
Kips .....	@19n	18 @19n	@14 1/2
Light calf .....	@12.20	1.10@1.20	1.00@1.10
Deacons .....	@1.20	1.10@1.20	1.00@1.10
Slunks, regular .....	.75 @1.00	70 @80	60 @75
Slunks, hairless .....	.40 @.75	25 @30	15 @25
Horsehides .....	6.00@7.00	5.75@6.75	4.00@5.00
Hogskins .....	.70 @.75	70 @75	35 @40

### SHEEPSKINS.

	Week ending Oct. 15, '27.	Week ending Oct. 8, '27.	Cor. week. 1926.
Packer lambs .....	2.00@2.25	2.00@2.25	1.80@2.00
Pkrs. shearings .....	1.10@1.20	1.10@1.20n	1.35@1.45
Dry pelts .....	.23 @.27	.25 @.27	.23 @.26

**GEO. H. ELLIOTT & Co**

BROKERS

**PACKER HIDES AND SKINS**

Offerings Solicited

136 North Wells St.

Chicago, Ill.

## Stocks and Distribution of Hides and Skins

Stocks of hides and skins at the end of August, 1927, with comparisons, based on reports received from 4,346 manufacturers and dealers, are reported by the U. S. Department of Commerce as follows:

	Stocks on hand or in transit.			Stocks disposed of during Aug.
	1927.	July, 1927.	Aug., 1926.	
Cattle, total, hides .....	3,383,998	3,222,660	4,118,662	1,370,936
Domestic—packer hides .....	2,235,916	2,181,563	2,786,214	877,828
Domestic—other than packer hides .....	740,284	714,598	1,133,310	344,714
Foreign (not including foreign-tanned) hides .....	407,798	376,499	199,138	148,394
Buffalo hides .....	78,879	93,042	35,305	26,150
Cattle and kip, foreign-tanned hides and skins .....	4,085,123	4,307,055	4,526,895	1,120,179
Calf and kip skins .....				
Horse, colt, ass, and mule:				
Hides .....	74,048	79,093	91,246	30,412
Fronts, whole .....	111,971	118,753	125,099	5,670
Butts, whole .....	71,211	111,821	242,639	1,613
Shanks .....	9,795	11,048	40,544	2,929
Goat and kid skins .....	11,579,856	11,404,104	11,572,495	1,460,518
Cabretta skins .....	1,566,916	1,632,507	1,195,632	172,750
Sheep and lamb skins .....	8,811,168	8,661,782	8,102,947	1,947,024
Skivers and fleethers, dozens .....	103,883	111,322	125,319	8,221
Kangaroo and wallaby skins .....	104,346	93,929	79,035	
Deer and elk skins .....	226,443	219,960	220,098	90,630
Pig and hog skins, pounds .....	72,523	69,906	53,430	20,266
Pig and hog strips, pounds .....	579,726	477,873	480,210	14,600

\*Represents deliveries by packers, butchers, dealers and importers.

## ICE AND REFRIGERATION

### ICE NOTES.

The Beebe-Pateros Cold Storage Co., Pateros, Wash., has installed additional equipment.

A two-ton, self contained refrigerating machine has been added to the equipment of the Houston Ice & Cold Storage Co., Harrisburg, Tex.

A refrigerating machine with a capacity of 28½ tons has been installed in the plant of the Hawkinsville Ice & Cold Storage Co., Hawkinsville, Ga.

The Clanton Ice Co., Clanton, Ala., is making plans for the erection of a modern cold storage warehouse.

Work has begun on the construction of the cold storage warehouse to be built in Jasper, Ala., by J. H. Meyers and Dewey Winters.

The chamber of commerce of Phoenix City, Ala., is investigating the matter of building an ice manufacturing and cold storage plant.

The Southeastern Ice & Cold Storage Co., Chattanooga, Tenn., has purchased the plant of the Stuart Ice Co.

The South Carolina Ice & Cold Storage Co., Greensboro, N. C., is said to be negotiating for the purchase of two ice manufacturing plants at Anderson, S. C.

H. O. Smith has purchased the Newton Ice & Cold Storage Co., Newton, Ill., from F. E. Elder.

J. R. Creek and R. D. Frazier have purchased the American Ice & Cold Storage plant at Houston, Tex.

Tooks & Reynolds, Shreveport, La., have acquired the ownership of the Minden Cotton Oil Co. The property includes two ice and cold storage plants at Minden, La.

The cold storage plant of W. L. Bollmer, Malvern, Ia., was recently burned. The loss is \$100,000.

Fire recently did some damage to the plant of the Arkansas Cold Storage Co., Little Rock, Ark. The loss was small.

The Jackson Ice & Cold Storage Co., Jonesboro, La., has been incorporated with a capital stock of \$50,000. O. E. Hoedge, W. R. Guess and J. S. Hunt are the incorporators.

The South Carolina Ice & Cold Storage Co., Anderson, S. C., has been incorporated by Robert R. Livingston.

F. W. Vail, Jr., has incorporated the Milton Cold Storage Co., Milton, N. Y.

The Central California Ice Co., plans to erect a cold storage plant at Fresno, Calif.

The Home Ice & Cold Storage Co., Long Beach, Calif., has recently completed a new building with a storage capacity of 400,000 cubic feet.

The Magonni Co., Savannah, Ga., is considering the erection of a cold storage plant.

The Butler Ice & Cold Storage Co., Butler, Pa., has started work on the erection of its plant.

The Adel Ice Co., Adel, Ga., has started work on a cold storage plant.

Bonijay, Fla., is interested in the installing of an ice and cold storage plant.

The Empire Storage & Ice Co., Kansas City, Mo., is completing extensive improvements to its plant.

A cold storage plant will be erected in Albany, Mo., by the Producers' Cold Storage Co.

A cold storage plant to cost \$50,000 will be erected in Lexington, Miss., by the Lewis Grocery Co.

The Dixie Ice & Cold Storage Co. is erecting a cold storage plant in Millville, N. J.

Frank K. Brown has purchased property in Brookville, Pa., on which will be erected a large cold storage warehouse.

The new Weslaco Cold Storage Co., Weslaco, Fla., is now in operation. The building and equipment cost \$125,000.

The members of the Indian River County Poultry Association, Bummell, Fla., are interested in a proposal to establish a cold storage warehouse.

The Consumers' Ice & Cold Storage Co., Sacramento, Calif., will make extensive additions to its plant. The estimated expenditure is \$125,000.

### FIRST REFRIGERATION ASSN.

In view of the important part that refrigeration is playing in the life of the nation today, it is interesting to hear that to England belongs the distinction of having first established a national society of refrigerating interests; viz., the British Cold Storage & Ice Association, which was founded in 1900. This institution, after over a quarter of a century of existence, has, at its annual meeting in July, 1927, changed its name to "The British Association of Refrigeration," as its representation of the great industry of mechanical refrigeration and all its many applications has long extended beyond the cold storage and ice interests indicated in the old title. To the refrigerating industry of Great Britain belongs the great task of securing the fresh condition and the purity of a large proportion of the perishable food supplies of the nation which, before the institution of the amended Food Regulations, were often treated with chemical preservatives.

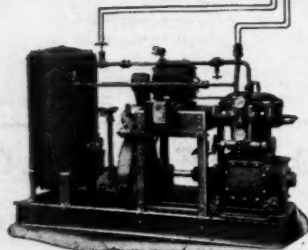


### A FRICK Refrigerating Machine

Will cool your boxes—and keep on cooling them, long after other machines would be worn out.

Let us tell you why. Write today. Address

*Frick Company*



### CRESCENT (100% PURE) CORKBOARD

(Made in U. S. A.)

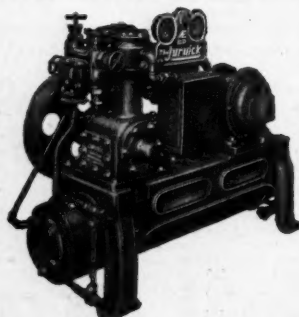
and "UNITED'S SERVICE"

provide permanent and economical Cold Storage Rooms

UNITED CORK COMPANIES

LYNDHURST, N. J.

## Juruick REFRIGERATION



### —Pays for Itself

JURUICK REFRIGERATION is so much more economical than ice that it quickly pays for itself.

A JURUICK UNIT will keep meats, dairy products and vegetables in perfect condition and stop spoilage losses.

It makes it safe to carry large assortments of perishable foods and provides the necessary refrigeration to display them in cooled display cabinets and show windows.

Send for Juruick folder

Juruick  
Refrigerating  
Unit.

**American Engineering Company**

2425 Aramingo Ave., Philadelphia, Pa.



**COOLING THE MEAT MARKET.**

That the economy and convenience of efficient refrigeration is recognized by progressive retail meat dealers is evidenced in the increasing numbers who are installing new equipment and replacing worn out and inefficient machines.

The York Manufacturing Co., York, Pa., manufacturers of ice making and refrigerating machinery, list the following retailers who have recently installed York equipment.

Viatti Brothers, Virden, Ill., one 2-ton, self-contained refrigerating machine.

C. D. Smith, Latonia, Ky., a one-ton, self-contained refrigerating machine.

Edwin I. Nava, 324 W. Jefferson St., Louisville, Ky., one 2-ton, vertical, single-acting, belt driven, enclosed refrigerating machine and high pressure side complete.

A. Gruner & Son, 1010 West Walnut St., Louisville, Ky., one 2-ton, self-contained refrigerating machine.

Paul Eames & Co., Red Wing, Minn., one 4-ton, self-contained refrigerating machine.

Tittle Brothers Packing Co., St. Paul, Minn., one 4-ton, self-contained refrigerating machine.

E. H. Harvey, 31 South Pleasant St., Amherst, Mass., one 4-ton, self-contained refrigerating machine.

Rettig Packing & Market Co., Grand Junction, Colo., one 9½-ton, vertical, single-acting, belt driven enclosed refrigerating machine and high pressure side complete.

Fred Brug, Greeley, Colo., a one-half ton, vertical, single-acting, belt driven, enclosed refrigerating machine and high pressure side complete.

C. H. Irish, Knoxville, Tenn., one 4-ton vertical single-acting, belt driven, enclosed refrigerating machine and high pressure side complete.

P. J. Agnew, 100 West Colorado St., Memphis, Tenn., a one-ton, self-contained refrigerating machine.

Sam Hoffman, 4944 Maple Ave., St. Louis, Mo., a one-ton, self-contained refrigerating machine.

Charles R. Kausler, 2001 Allen Ave., St. Louis, Mo., a one-ton, self-contained refrigerating machine.

J. F. Mitchell, Richmond, Va., a one-half ton, self-contained refrigerating machine.

A. Herzog, 40 Putnam St., Saratoga Springs, N. Y., one 2-ton, self-contained refrigerating machine.

A. I. Namm Department Store, Fulton St., New York, N. Y., one 2-ton, self-contained refrigerating machine.

Carl L. Buse, Seattle, Wash., a one-ton, self-contained refrigerating machine.

Tony Tassone, Republic, Pa., one 3-ton, vertical, single-acting, belt driven, enclosed refrigerating machine and high pressure side complete.

L. E. Werner, Watsontown, Pa., a one-ton, self-contained refrigerating machine.

Chase & Co., Portsmouth, R. I., a one-ton, self-contained refrigerating machine.

Boars Head Market, 73 Oliver St., Providence, R. I., one 4-ton, self-contained refrigerating machine.

Anthony Planer, 282 Orange Ave., Irvington, N. J., a one-half ton, self-contained refrigerating machine.

Crossett Mercantile Co., Crossett, Ark., one 3-ton, self-contained refrigerating machine.

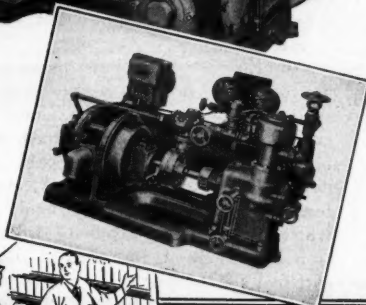
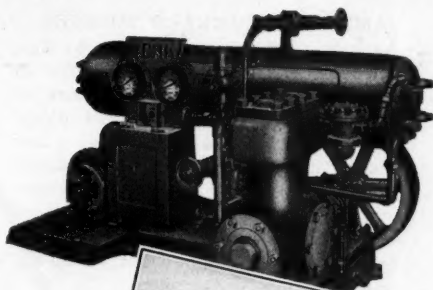
International Provision Co., Los Angeles, Cal., one-half ton, self-contained refrigerating machine.

Sam Barker, Akron, Ohio, one 2-ton, self-contained refrigerating machine.

Blackadore Market, Pittsburgh, Pa., a one-ton, self-contained refrigerating machine.

City Market, 565 South Front St., Hamilton, Ohio, one 2-ton, self-contained refrigerating machine.

Ferber & Schommer, Toledo, Ohio, a



The York full automatic refrigerating unit is just the thing for the meat and produce market. Here is a machine obtainable in sizes ranging from one-half ton to eight tons daily capacity. It is a self-contained unit, direct-connected to motor, thus effecting an economy in power. It is small, compact, all parts readily accessible, and the entire unit is portable. Thousands of meat and produce men all over the country are eliminating waste and spoilage and conducting their establishments more profitably since installing York Equipment.

Let us send you the names of some in your own locality; also furnish you with full details of this money making machine. No obligation.

**YORK** Manufacturing Company  
Ice Making and Refrigerating Machinery Exclusively  
York, Penna.

*Vilter*

## Refrigerating and Ice Making Plants

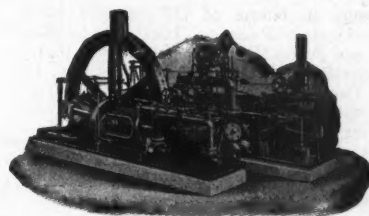
for the

### Meat Products Industry

Horizontal Compressors  
8 Tons Capacity and up

Vertical Compressors  
1 to 18 Tons

Complete Data Promptly Furnished



**The Vilter Manufacturing Company**

806-826 Clinton St.

EST. 1867

Milwaukee, Wis.

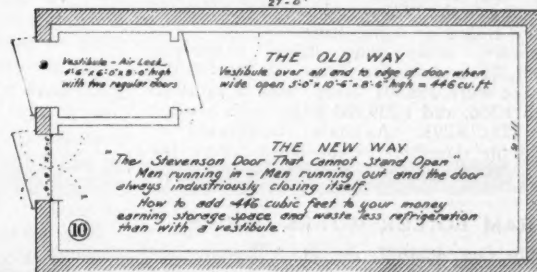
**SAVE 450**

cu. ft. of money earning **STORAGE SPACE**

Cut out all costs for construction and operation of vestibule air locks. **Our Service Sheets**—free on request—show how to do it. Write for them today.

**STEVENSON COLD STORAGE DOOR CO.**

1511 West Fourth St.,  
CHICAGO, ILL.



## Cold Storage Insulation

All Kinds of Refrigerator Construction

Glenwood Avenue  
West 22nd St.

**JOHN R. LIVEZEY**

PHILADELPHIA, PA.

one-half ton, self-contained refrigerating machine.

R. N. Meyers, Toledo, Ohio, a one-half ton, self-contained refrigerating machine.

H. Schlievert, 1918 Mulberry St., Toledo, Ohio, a 2-ton, self-contained refrigerating machine.

Mike Skowronek, Toledo, Ohio, one 2-ton, self-contained refrigerating machine.

F. N. Hagemeyer, Roosevelt, Okla., one 4-ton, self-contained refrigerating machine.

Lovett & Co., Wrightsville, Ga., one 4-ton, self-contained refrigerating machine.

Third Street Market, Moscow, Idaho, one 2-ton, self-contained refrigerating machine.

William P. Aldinger, 106 Washington St., Alton, Ill., a one-ton, self-contained refrigerating machine.

San Anselmo Meat Market, San Anselmo, Cal., a one-ton, self-contained refrigerating machine.

Nielson Brothers, Stockton, Cal., one 2-ton, self-contained refrigerating machine.

Ben Butterfield, La Crosse, Wash., a 1½-ton, self-contained refrigerating machine.

#### MEAT INSPECTION CHANGES.

Recent meat inspection changes are announced by the U. S. Bureau of Animal Industry as follows:

**Meat Inspection Granted**—R. D. Dorsey, 3-5 Thorpe St., Binghamton, N. Y.; Miguel Jaume, 646 Bergen Ave., New York City; Ralph and Paul Adams, Bridgeville, Del.; M. Reinfeld & Sone, Inc., 98 Prince St., Newark, N. J.; Abraham Bros. & Co., Inc., 705 South Dudley St., Memphis, Tenn.

**Meat Inspection Withdrawn**—Armour and Company, Alexandria, Va.; Armour & Co., Portland, Me.; \*Sheeran Packing Co., Fostoria, Ohio; John A. Schultz, Cambridge, Mass.; Gulf & Valley Cotton Oil Co., Gretna, La.; The Portland Abattoir, Portland, Me.

**Meat Inspection Extended**—Renn Packing Co., Richmond, Va., to include the Old Virginia Ham Co.

**Change in Name of Official Establishment**—United Packers, Inc., Green Bay, Wis., and Acme Packing Co., Chicago, Ill., Chicago Beef Co., Indian Packing Co., Indian Packing Corp., Martin Pemberton Co., instead of previous name and subsidiaries. Louis Pincus, Inc., 218 Callowhill St., Philadelphia, Pa., instead of Louis Pincus.

\* Conducts slaughtering.

#### KANSAS LIVESTOCK DATA.

The value of livestock in Kansas in 1926 was \$176,389,425, and the value of the products of livestock for that year—including animals slaughtered and sold for slaughter, wool, butter and cheese, poultry, eggs and milk—was \$148,453,441, according to the 1926 year book of the Kansas State Board of Agriculture.

Cattle, other than dairy, numbered 1,967,201 and had a value of \$66,430,842. There were 258,201 sheep, with a value of \$2,311,366, and 1,239,263 hogs, with a value of \$23,618,295. Animals slaughtered or sold for slaughter in the state during the year had a value of \$87,209,009.

#### HAM BOILER MOVES OFFICES.

On Oct. 1, 1927, the Ham Boiler Corporation moved its main office from 1762 Westchester ave., New York City, to the company's factory at Port Chester, N. Y. The move was made to permit of closer cooperation between the factory and customers. The company's business has been increasing so rapidly that it was necessary to get the organization closer together for more effective operation.

#### JAMISON-STEVENSON MERGER.

As briefly announced a few weeks ago, August 19 witnessed the combination of the productive, distributive and financial facilities of the two largest and oldest manufacturers of cold storage doors and allied products in the world. The parties figuring in this huge pooling of interests were the Jamison Cold Storage Door Company, Hagerstown, Md., and the Stevenson Cold Storage Door Company, Chester, Pa.

Both these organizations, heretofore competitors, have been strongly entrenched in their fields for many years. The Stevenson Company, founded in 1888, was the pioneer manufacturer of cold storage doors. The Jamison Company, starting a few years later, quickly made strides which brought its products wide recognition and secured for them a large and satisfied list of users.

Both companies are well known, both

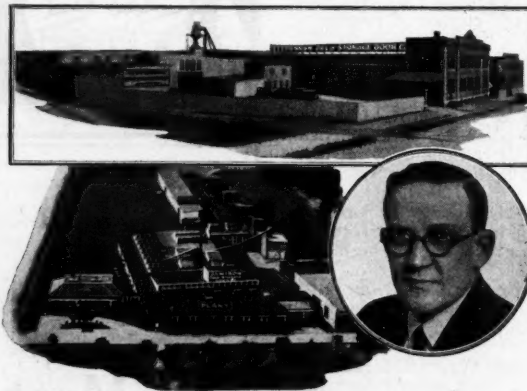
with each, will be tested thoroughly with a view to the development of the most efficient and effective combinations possible.

Among the present important Jamison products are standard cooler doors, sharp freezer doors, fireproof doors, refrigerator fronts, automatic ice chutes, can passing vestibules, cold storage windows, etc. Among the important Stevenson products are: Stevenson cooler doors, "Can't Stand Open" doors, special freezer doors, fireproof-smoketight doors, revolving doors, self-closing doors for hotels, butchers, etc.

The office and sales personnel and the executive supervision of each plant will remain substantially the same. Until otherwise announced, all orders and correspondence in connection with either company will be directed as heretofore.

#### SPRAY AND CLEANING BRUSH.

A new type of refillable window cleaning brush, which is a combined brush and sprayer, has just been placed on the market by the Specialty Mfg. Co., Cleveland,



COMBINED COLD STORAGE DOOR PLANTS AND THEIR HEAD

Upper—Plant of Stevenson Cold Storage Door Company, Chester, Pa. Lower—Plant of Jamison Cold Storage Door Company, Hagerstown, Md. In circle—J. V. Jamison, Jr., president of the combined organizations.

have sold their products throughout the world, both have contributed greatly to the advancement and adoption of scientific methods in every department of the cold storage industry.

Although J. V. Jamison, Jr., formerly president of the Jamison Company, now becomes president and executive head of the combined organization, both S. P. Stevenson, formerly owner of the Stevenson Company, and his brother, Oscar Stevenson, will retain interests and in advisory capacities will throw the weight of their years of experience into the combined enterprise.

As to policies and titles, Mr. Jamison states that there will be no change. Both companies will operate under the corporate names used heretofore. Both will manufacture the complete line of products to which their trade has been accustomed. Both will distribute through their regular channels.

The trade is to benefit directly both through products of improved manufacture and also through new products in which will be combined the most advantageous features that both companies have to offer. The merger makes possible combinations of products and special features of equipment which were hitherto impracticable due to the competitive nature of the two organizations. From now on all products, together with the exclusive patented features in connection

Ohio. The brush was originally designed to meet the needs of railroad, bus and street car companies for washing car windows and other parts not readily accessible from the ground. It is, however, to be made in several other forms to fill the requirements of garages, department stores, slaughter-houses, packing plants, marine and lake vessels, etc.

The bristles, which are cut to an even cleaning surface by means of a special process, are set into an aluminum plate or block. Between this and the aluminum back plate to which the handle is attached, is a hollow space, packed watertight by means of a rubber gasket.

A length of pipe attached to a hose is screwed into the threaded opening provided in the back plate, and the water is forced through a number of fine holes in the front plate.

In this way cleaning is speeded up as compared with the old method of wiping, especially where the part to be cleaned is not easily accessible.

The edges of the gasket project well beyond the edges of the aluminum water chamber so that the metal itself cannot hit the surface being cleaned. The brush may be easily shifted around on the handle so as to wear all bristles equally. When completely worn out, the brush may be returned to the factory for refilling, at a small cost.





## Have You a "Newman" in Your Tankhouse?

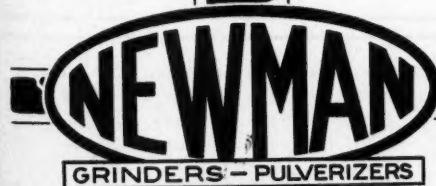
One leading packer recently ordered  
his

### 18th NEWMAN GRINDER

For maximum results and perform-  
ance, the trouble and fool-proof  
NEWMAN Grinder belongs to *your*  
plant.

*Three sizes—Satisfaction guaranteed*

**\$300<sup>00</sup> to \$495<sup>00</sup>**



**Newman Grinder & Pulverizer Co.**

419-425 W. 2nd St., Wichita, Kansas

*Distributors*

The Albright-Nell Co., Chicago

The American By-Product Machinery Co.  
26 Cortlandt St., New York City

The Cincinnati Butchers Supply Co., Cincinnati-Chicago

# Chicago Section

A. C. Sinclair, of T. M. Sinclair & Co., Cedar Rapids, Ia., was a Chicago visitor this week.

S. J. Martinet, of E. Raub & Sons, Indianapolis, Ind., called on his friends in the city this week.

J. H. Tapley, manager, Swift Canadian Co., Toronto, Canada, made a trip to Chicago during the week.

H. R. Elliott, president of the Elliott Packing Co., Duluth, Minn., made a trip to Chicago during the week.

Fred C. Gates of George A. Hormel & Co., Austin, Minn., called on his Chicago friends on his way East this week.

L. F. Englehardt, formerly superintendent of hog killing at the Chicago plant of Armour and Company, has been transferred to Kansas City and promoted to be division superintendent in charge of pork operations.

C. M. Bell, president and general manager of Powers-Begg & Co., Jacksonville, Ill., was in the city this week calling on his friends.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 34,440 cattle, 9,775 calves, 33,889 hogs and 48,974 sheep.

Jay C. Hormel, vice-president and general manager, Geo. A. Hormel & Co., Austin, Minn., looked in on his Chicago friends this week on his way to French Lick, Ind.

M. J. Evans has accepted the position of sales manager with the Swenson Evaporator Co., Harvey, Ill. He was formerly with the Republic Flow Meters Co., Chicago.

"Con" Yeager, the well-known packing house supply man of Pittsburgh, Pa., has just returned from a two months' trip to Europe. It is said he tried to hire an airplane to carry him West across the At-

lantic, so as to be sure to get home in time for the packers' convention.

Provision shipments from Chicago for the week ending Oct. 8, 1927, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	Cor. week, 1926.
Cured meats, lbs.	22,071,000	23,362,000	28,084,000
Fresh meats, lbs.	38,232,000	43,773,000	42,447,000
Lard, lbs.	13,487,000	11,431,000	10,479,000

The P. Brennan Co., 3927-43 South Halsted street, Chicago, has placed its new hog killing department in operation. The company is occupying the plant formerly operated by the Louis Pfalzler Co., which has been partially reequipped and enlarged to meet the needs of the Brennan company. The officers of the company are P. Brennan, president and treasurer; Thos. V. Brennan, vice president; L. R. Gilleran, secretary.

## ENLARGES MACHINERY PLANT.

The Globe Company of Chicago, manufacturers of packinghouse and sausage making equipment, are building an addition to their plant.

This company has enjoyed a steadily increasing business, and with the new addition will have a manufacturing capacity four times as great as five years ago. Charles Dodge, president of the Globe Company, has been untiring in his efforts to give his clients personal attention.

**H. C. GARDNER F. A. LINDBERG**  
**GARDNER & LINDBERG**  
 ENGINEERS  
 Mechanical, Electrical, Architectural  
 SPECIALTIES, Packing Plants, Cold Storage,  
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**PACKING PLANTS AND COLD STORAGE**  
**CONSTRUCTION**

**Fred J. Anders Chas. H. Reimers**  
**ANDERS & REIMERS**  
 ARCHITECTS  
 ENGINEERS  
 314 Erie Bldg. Packing House  
 Cleveland, O. Specialists

**M. P. BURT & COMPANY**  
 Engineers & Architects  
 Packinghouse and Cold Storage Designing—Con-  
 sultation on Power and Operating Costs, Curing,  
 etc. You profit by our 26 years' experience.  
 Lower construction cost. Higher efficiency.  
 206-7 Falls Bldg., MEMPHIS, TENN.

**Chas. F. Kamrath H. C. Christensen**  
**KAMRATH & CHRISTENSEN**  
 Architectural Engineering  
 Specializing in  
 Packing Plants, Cold Storage, Car Icing  
 111 W. Jackson Blvd. Chicago, Ill.

**Packing House Products**  
*Oldest Brokers in Our Line*

**The Davidson Commission Co.**

Tallow Grease Provisions Oils Tankage Bones Cracklings Hog Hair

Carcass Beef—P. S. Lard—Green Pork  
 Boneless Beef—Ref. Lard—Cured Pork  
 Quick Reliable Service Guaranteed

Eight Phones Postal Telegraph Building  
 All Working CHICAGO, ILL.

**C. W. RILEY, Jr.**  
 BROKER  
 2109 Union Central Bldg., Cincinnati, O.  
 Provisions, Oils, Greases and Tallows  
*Offerings Solicited*

**Charles A. Streets, Broker**  
*Buying and Selling*  
 Provisions, Fresh Meats, Tallow,  
 Greases, Fertilizer Materials  
 Engineers' Bldg. CLEVELAND, O.

**L. V. Estes Incorporated**  
 Industrial Engineers  
*Specializing in*  
**Waste Elimination**  
 and  
**Labor Cost Reduction**  
*Without Red Tape*  
 4753 Broadway Chicago

**George F. Pine Walter L. Munnecke**  
**Pine & Munnecke Co.**  
 Packing House and Cold Storage  
 Construction; Cork Insulation and  
 Overhead Track Work  
 510 Murphy Bldg. Detroit, Mich. 155 Congress Street

**PACKERS ARCHITECTURAL & ENGINEERING CO.**  
 WILLIAM H. KNEHANS, Chief Engineer  
**ABATTOIR PACKING AND COLD STORAGE PLANTS**  
 Manhattan Building, Chicago, Ill. Cable Address, Pacarco

**E. G. JAMES COMPANY**  
**PROVISION BROKERS**

BEEF PROVISIONS  
 PACKING HOUSE PRODUCTS  
 TALLOW, GREASES, OILS

**ASSOCIATE MEMBER**

140 WEST VAN BUREN ST.  
 CHICAGO, ILL.

ALL CODES

We specialize in taking care of the requirements of buyers located all over the United States and Canada. Offerings telegraphed promptly on receipt of inquiries.

On request, our complete provision, fresh meat, packinghouse products, tallow and grease daily market quotation sheets will be mailed to any member of the trade free of charge; also our periodical market reports.



## CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending Oct. 6, 1927, with comparisons:

BUTCHER STEERS. 1,000-1,200 lbs.			
	Week ended Oct. 6.	Prev. week.	Same week. 1926.
Toronto	\$ 8.75	\$ 9.00	\$ 7.05
Montreal	8.25	8.00	6.50
Winnipeg	7.50	7.50	5.75
Calgary	7.00	7.00	5.75
Edmonton	7.25	7.00	5.25
Pr. Albert	6.50	6.50	...
Moose Jaw	7.35	7.75	...
VEAL CALVES.			
Toronto	\$15.50	\$15.25	\$14.00
Montreal	13.00	12.50	12.00
Winnipeg	11.00	11.00	8.00
Calgary	8.50	8.50	5.50
Edmonton	10.00	10.00	6.50
Pr. Albert	7.00	7.00	...
Moose Jaw	8.50	8.00	...
SELECT BACON HOGS.			
Toronto	\$10.90	\$11.40	\$13.71
Montreal	10.85	11.25	12.75
Winnipeg	11.50	13.50	13.75
Calgary	12.75	13.50	14.13
Edmonton	12.00	12.25	13.75
Pr. Albert	10.00	11.75	...
Moose Jaw	11.90	12.40	...
GOOD LAMBS.			
Toronto	\$12.50	\$11.50	\$13.00
Montreal	10.75	11.00	11.75
Winnipeg	11.00	11.50	11.50
Calgary	12.00	12.00	10.50
Edmonton	11.00	10.45	10.50
Pr. Albert	10.00	10.00	...
Moose Jaw	11.25	...	...

## NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ending Oct. 8, 1927, with comparisons, as follows:

	Week ending Oct. 8.	Prev. week.	Cor. week. 1926.
Western dressed meats:			
Steers, carcasses	7,751½	8,379½	8,082
Cows, carcasses	556½	642	685
Hogs, carcasses	187	72	155
Veals, carcasses	8,369	6,450	8,096
Lambs, carcasses	28,127	27,405	30,378
Mutton, carcasses	3,558	2,900	5,717
Beef, cuts, lbs.	304,206	349,336	655,423
Pork cuts, lbs.	865,094	1,020,672	790,293
Local slaughters:			
Cattle	9,488	7,476	11,273
Calves	15,196	13,909	18,348
Hogs	39,644	45,173	46,206
Sheep	50,162	45,888	49,831

## PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending Oct. 8, 1927, with comparisons:

	Week ending Oct. 8.	Prev. week.	Cor. week. 1926.
Western dressed meats:			
Steers, carcasses	2,272	2,407	2,854
Cows, carcasses	1,057	1,223	848
Hogs, carcasses	406	476	175
Veals, carcasses	1,849	1,609	1,600
Lambs, carcasses	12,454	10,303	13,977
Mutton, carcasses	1,403	1,236	1,596
Pork, lbs.	210,374	182,575	278,856
Local slaughters:			
Cattle	1,822	1,611	1,939
Calves	2,142	2,594	2,365
Hogs	15,313	20,571	20,924
Sheep	5,432	5,931	4,106

## BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending Oct. 8, 1927, with comparisons:

	Week ending Oct. 8.	Prev. week.	Cor. week. 1926.
Western dressed meats:			
Steers, carcasses	2,920	3,047	3,028
Cows, carcasses	3,289	2,928	1,941
Hogs, carcasses	6	37	37
Veals, carcasses	1,207	741	887
Lambs, carcasses	12,742	14,232	14,028
Mutton, carcasses	475	208	770
Pork, lbs.	162,273	217,900	260,940
Local slaughters:			
Cattle	1,315	1,221	1,928
Calves	1,607	1,420	1,727
Hogs	4,363	10,207	8,380
Sheep	5,183	5,589	7,156

## BUFFALO LIVESTOCK IN SEPT.

The receipts and disposition of livestock at Buffalo, N. Y., during September, 1927, were as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts	29,671	22,237	83,271	89,253
Shipments	17,542	17,861	48,140	73,265
Local slaughter	11,799	4,379	34,133	16,072

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Oct. 8, 1927.

CATTLE.			
	Week ending Oct. 8.	Prev. week.	Cor. week. 1926.
Chicago	28,883	27,864	40,869
Kansas City	34,486	33,277	37,553
Omaha	27,919	17,088	33,808
East St. Louis	15,935	18,131	17,284
St. Joseph	10,011	9,067	11,830
St. Louis City	9,128	7,873	11,965
Cudahy	8,394	7,748	7,554
Fort Worth	1,822	1,611	1,939
Philadelphia	6,353	7,416	3,090
Indianapolis	1,315	1,221	1,928
Boston	9,488	7,476	11,273
New York and Jersey City	5,925	6,934	5,074
Oklahoma City	...	...	...
Total	159,659	145,706	185,100
HOGS.			
Chicago	76,300	72,200	75,400
Kansas City	15,123	13,855	29,926
Omaha	10,952	20,797	17,863
East St. Louis	30,149	24,775	31,246
St. Joseph	11,844	9,902	20,378
St. Louis City	9,759	11,072	16,601
Cudahy	...	...	7,635
Fort Worth	4,033	3,186	2,073
Philadelphia	15,313	20,571	20,924
Indianapolis	31,142	35,047	12,159
Boston	7,363	10,207	8,380
New York and Jersey City	39,644	45,173	46,206
Oklahoma City	4,721	3,185	4,465
Total	285,343	269,970	293,256
SHEEP.			
Chicago	57,595	45,209	44,155
Kansas City	29,118	35,960	38,242
Omaha	19,003	41,561	22,930
East St. Louis	7,686	8,000	5,933
St. Joseph	18,402	21,637	15,005
St. Louis City	8,138	7,673	7,103
Cudahy	...	...	282
Fort Worth	2,258	3,775	2,368
Philadelphia	5,432	5,931	4,106
Indianapolis	23,142	25,422	11,104
Boston	5,183	5,589	7,156
New York and Jersey City	50,162	45,888	49,831
Oklahoma City	72	32	...
Total	219,279	226,626	198,305

## ST. JOSEPH.

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Oct. 13, 1927.

**CATTLE**—Better grade grain fed steers and yearlings were especially scarce, and little price change developed. Grassy steer supplies proved burdensome, and prices trended to 25@50c lower levels, as compared with last Thursday. A scattering of fed yearlings made \$14.00@15.00; most fed steers and yearlings cleared at \$11.00@12.00. A spread of \$8.75@10.25 took the bulk of straight grassers, and fed grassers went at \$11.00@12.00. Beef cow values declined 25@50c for the most part; other classes of she stock held close to steady, with all cutters firm. Most fat cows made \$6.00@8.00, a few scored \$9.00. Slaughter heifers were mostly on the grassy order and bulked at \$7.50@9.00, a few ranged up to \$10.00. All cutters sold largely at \$4.75@5.75. Bull prices suffered a 25c set-back, and medium grades cashed largely at \$6.00@6.50. Veals and calves ruled steady to 50c lower; closing veal top, \$13.50; heavy calves, \$9.50 down.

**HOGS**—Butcher values registered 25@50c upturns for the week, with maximum gains accruing to light and heavy weights; packing sows showed 25c advances. Choice 205-240 lb. loads topped today at \$11.55, the majority of 180-280 lb. weights made \$11.25@11.55; 290-390 lb. butchers bulked at \$10.75@11.15, and 140 lb. light lights ranged down to \$10.25. Most packing sows brought \$9.75@10.15, and smooth lights ranged up to \$10.25.

**SHEEP**—Fat lambs values scored 10@25c advances, and aged stock prices remained practically unchanged. Western fat lambs topped freely today at \$13.50, other rangers made \$13.25@13.40; best natives reached \$13.00, and cull and common kinds cleared at \$8.00@11.00. Clipped lambs sold up to \$12.25, and desirable fat ewes bulked at \$5.75@6.00.

## CHICAGO LIVESTOCK.

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Oct. 3	25,271	4,315	22,227	22,279
Tues., Oct. 4	11,233	3,124	22,932	17,288
Wed., Oct. 5	11,561	2,227	13,146	21,777
Thurs., Oct. 6	9,206	3,210	25,209	19,503
Fri., Oct. 7	2,639	918	10,851	14,917
Sat., Oct. 8	388	161	1,303	2,108
Totals last week	60,208	13,955	95,068	97,872
Previous week	58,222	13,004	97,743	84,892
Year ago	87,973	14,845	98,509	116,596
Two years ago	77,362	16,439	127,937	114,638

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Oct. 3	4,347	177	5,336	1,191
Tues., Oct. 4	3,140	45	3,850	5,902
Wed., Oct. 5	3,768	210	2,917	6,899
Thurs., Oct. 6	3,161	106	3,781	9,925
Fri., Oct. 7	1,442	...	6,665	8,814
Sat., Oct. 8	273	...	102	1,476
Totals last week	16,131	598	22,751	34,207
Previous week	17,213	619	31,861	31,423
Year ago	31,271	1,450	23,149	69,069
Two years ago	25,573	1,376	27,866	40,106

Receipts at Chicago Stock Yards thus far this year to Oct. 8, with comparative totals:

	1927.	1926.
Cattle	2,180,245	2,407,652
Calves	551,731	591,108
Hogs	5,097,706	5,258,577
Sheep	2,897,508	3,318,292
Combined weekly hog receipts at eleven markets for week ending Oct. 8, with comparisons:		
Week ending Oct. 8	363,000	367,000
Previous week	367,000	367,000
1926	367,000	367,000
1925	511,000	511,000
1924	497,000	497,000
1923	659,000	659,000
1922	521,000	521,000

Combined receipts at seven markets for the week ending Oct. 8, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending Oct. 8	3,800	452,000	505,000
Previous week	318,000	430,000	488,000
1926	422,000	511,000	530,000
1925	442,000	579,000	485,000
1924	387,000	570,000	449,000
1923	398,000	759,000	557,000
1922	384,000	602,000	437,000

Combined receipts at seven points for the year to Oct. 8, with comparisons:

	*Cattle.	Hogs.	Sheep.
1927	7,091,000	17,415,000	8,574,000
1926	8,502,000	17,064,000	9,280,000
1925	8,141,000	19,727,000	8,197,000
1924	8,235,000	23,401,000	8,595,000
1923	8,539,000	23,733,000	8,573,000
1922	8,136,000	17,699,000	7,739,000
1921	6,991,000	17,169,000	9,393,000

\*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs, with comparisons:

	Average Number	Weight received lbs.	Prices— Top. Average.
*This week	96,000	248	\$12.00 \$10.90
Previous week	97,743	247	11.95 10.65
1926	98,509	248	14.15 12.85
1925	127,942	247	12.80 11.85
1924	107,522	237	11.85 10.65
1923	172,788	242	8.30 7.60
1922	136,599	240	10.10 9.05
Av. 1922-1926	128,700	243	\$11.45 \$10.45

\*Receipts and average weight for week ending Oct. 8, 1927, unofficial:

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending Oct. 8	\$13.15	\$10.90	\$ 8.75	\$13.70
Previous week	13.35	10.65	8.75	13.70
1926	10.75	12.85	6.25	13.70
1925	11.55	11.85	7.15	15.45
1924	10.20	10.95	6.50	13.55
1923	10.35	7.60	6.20	13.45
1922	10.40	9.05	6.10	13.55
Av. 1922-1926	\$10.65	\$10.45	\$ 6.45	\$13.95

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending Oct. 8	44,500	73,100	63,100
Previous week	41,000	65,882	53,469
1926	56,702	75,369	47,527
1925	51,783	100,076	74,550
1924	44,315	76,454	58,168

\*Saturday, Oct. 8, estimated.

Chicago packers hog slaughters for the week ending Oct. 8, 1927:

Armour & Co.	5,000
Anglo American	1,100
Swift & Co.	5,000
Hammond & Co.	1,000
Morris & Co.	10,300
Wilson & Co.	6,400
Boyd-Lunham	3,000
Western Packing Co.	7,200
Roberts & Oake	3,500
Miller & Hart	3,000
Independent Packing Co.	2,700
Brennan Packing Co.	6,100
Agar Packing Co.	3,600
Others	17,500
Total	76,300
Previous week	72,200

# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## CASH PRICES.

Based on Actual Carlot Trading, Thursday,  
Oct. 13, 1927.

Regular Hams.		S. P.	
Green			
8-10	17 1/2	18 1/2 @ 19	
10-12	17 1/4	17 1/2 @ 18	
12-14	17	17 1/2 @ 18	
14-16	17	17 1/2	
16-18	17	16 @ 16 1/2	
18-20	17	16 @ 16 1/2	
20-22	17		

S. P. Boiling Hams.		H. Run.		Select.	
16-18	16 1/2	16 1/2		17	
18-20	16 1/2	16 1/2		17	
20-22	16 1/2	16 1/2		17	

S. P. Skinned Hams.		(Boiling Age.)	
16-18	17 1/2	17 1/2	
18-20	16 1/2	16 1/2	
20-22	15	15	

Skinned Hams.		S. P.	
Green			
10-14	17 1/2	17 1/2	
14-16	17 1/2	17 1/2	
16-18	17 1/2	17 1/2	
18-20	16	16	
20-22	14 1/2	14 1/2	
22-24	14 1/2	14 1/2	
24-26	14	13 1/2	
26-30	13 1/2	13 1/2	
30-35	13	12 1/2	

Piconics.		S. P.	
Green			
4-6	14 1/2	13 1/2	
6-8	13 1/2	13 1/2	
8-10	12 1/2	11	
10-12	12	10 1/2	
12-14	12	10 1/2	

Bellies.		S. P.	
Green			
6-8	20 1/2	21 1/2	
8-10	20 1/2	21	
10-12	20 1/2	21	
12-14	20 1/2	20 1/2	
14-16	19 @ 19 1/2	19	
16-18	18 1/2	18	

D. S. Bellies.		Rib	
Clear			
16-18	15 1/2	14 1/2	
18-20	14 1/2	14 1/2	
20-25	13 1/2	13 1/2	
25-30	13 1/2	13 1/2	
30-35	13 1/2	13 1/2	
35-40	13	13	
40-50	12 1/2	12 1/2	

D. S. Fat Backs.		10%	
8-10	11	11	
10-12	12	12	
12-14	13	13	
14-16	13 1/2	13 1/2	
16-18	14	14	
18-20	14 1/2	14 1/2	
20-25	14 1/2	14 1/2	

D. S. Rough Ribs.		12.75	
40-50	12.75	12.75	
50-60	12.25	12.25	
60-70	12.00	12.00	
70-80	11.75	11.75	

Other D. S. Meats.		13 1/2	
Extra Short Clears.	35-45	13 1/2	
Extra Short Ribs.	35-45	13 1/2	
Regular Plates.	6-8	11	
Clear Plates.	4-6	11	
Jowl Butts.		11 1/2	

How much hair does the average hog carcass yield? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

## FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, OCT. 8, 1927.

	Open.	High.	Low.	Close.
LARD—				
Oct. ....	12.60	12.72 1/2	12.60	12.72 1/2
Nov. ....	12.87 1/2	12.97 1/2	12.87 1/2	12.95
Dec. ....	13.12 1/2	13.20	13.12 1/2	13.15
Jan. ....				
CLEAR BELLIES—				
Oct. ....				13.95
Nov. ....				13.95
Dec. ....				13.95
Jan. ....				13.95
SHORT RIBS—				
Oct. ....	11.95	11.95	11.95	11.95
Nov. ....				11.95
Dec. ....				11.95
Jan. ....				11.95

MONDAY, OCT. 10, 1927.

	Open.	High.	Low.	Close.
LARD—				
Oct. ....	12.70	12.70	12.60	12.62 1/2
Nov. ....	12.87 1/2	12.87 1/2	12.65	12.72 1/2
Dec. ....	12.77 1/2	12.82 1/2	12.75	12.82 1/2
Jan. ....	13.17 1/2	13.17 1/2	12.97 1/2	12.97 1/2
May ....	13.32 1/2	13.35	13.30	13.30ax
July ....				13.45n
CLEAR BELLIES—				
Oct. ....				13.95ax
Nov. ....				13.95ax
Dec. ....				13.95n
Mar. ....				14.00ax
SHORT RIBS—				
Oct. ....				12.00b
Nov. ....				12.00n
Dec. ....	12.70	12.70	12.67 1/2	12.67 1/2ax
Jan. ....				

TUESDAY, OCT. 11, 1927.

	Open.	High.	Low.	Close.
LARD—				
Oct. ....	12.50	12.50	12.35	12.45b
Nov. ....	12.60-62 1/2	12.62 1/2	12.45	12.55
Dec. ....	12.65	12.67 1/2	12.50	12.60
Jan. ....	12.85-87 1/2	12.90	12.75	12.85
Mar. ....	12.97 1/2-13.00	13.00	12.92 1/2	13.00
May ....	13.15	13.20	13.05	13.12 1/2b
July ....				13.30n
CLEAR BELLIES—				
Oct. ....	13.75	13.80	13.70	13.75ax
Nov. ....				13.62 1/2ax
Dec. ....				13.62 1/2n
Mar. ....				14.00n
SHORT RIBS—				
Oct. ....				12.00b
Nov. ....				11.85ax
Dec. ....	12.60	12.60	12.60	12.60
Jan. ....				12.60

WEDNESDAY, OCT. 12, 1927.

HOLIDAY. NO MARKET.

THURSDAY, OCT. 13, 1927.

	Open.	High.	Low.	Close.
LARD—				
Oct. ....	12.50	12.50	12.50	12.52 1/2n
Nov. ....	12.70	12.70	12.60	12.62 1/2b
Dec. ....	12.77 1/2	12.77 1/2	12.67 1/2	12.70b
Jan. ....	12.95-97 1/2	12.97 1/2	12.90	12.95
Mar. ....				13.10n
May ....	13.25	13.25	13.22 1/2	13.25
July ....				13.40n
CLEAR BELLIES—				
Oct. ....	13.30	13.60	13.30	13.60b
Nov. ....	13.50	13.60	13.25	13.60
Dec. ....				13.60n
Mar. ....				13.75ax
SHORT RIBS—				
Oct. ....				12.00b
Nov. ....				11.85b
Dec. ....				12.60n
Jan. ....				12.60n

FRIDAY, OCTOBER 14, 1927.

	Open.	High.	Low.	Close.
LARD—				
Oct. ....	12.50	12.50	12.50	12.50
Nov. ....	12.60	12.62 1/2	12.60	12.62 1/2b
Dec. ....	12.62 1/2-95	12.95	12.92 1/2	12.70n
Jan. ....				12.95ax
Mar. ....				13.10n
May ....	13.22 1/2	13.22 1/2	13.20-22 1/2	13.20-22 1/2
July ....				13.37 1/2n
CLEAR BELLIES—				
Oct. ....	13.70	13.70	13.70	13.70
Nov. ....	13.60	13.60	13.60	13.60
Dec. ....				13.60n
Mar. ....				13.75ax
SHORT RIBS—				
Oct. ....	12.10	12.10	12.10	12.10
Nov. ....				12.10n
Dec. ....				11.85b
Jan. ....				12.60n

## WALTER TRUESEN PASSES.

Walter Truelsen, assistant sales manager of the Dold Packing Co., Omaha, Neb., died on October 8 at his home in Omaha. He had been in poor health for some time. He was well-known in trading circles, and had a host of friends who will mourn his passing.

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, Oct. 13, 1927, with comparisons, were as follows:

	Week ending Oct. 13.	Prev. week.	Cor. week.
Armour & Co. ....	5,298	4,810	2,772
Anglo-American Prov. Co. ....	1,541	438	1,084
Swift & Co. ....	5,053	4,408	4,407
G. H. Hammond Co. ....	2,011	1,955	3,088
Morris & Co. ....	3,358	3,587	3,551
Wilson & Co. ....	6,431	5,885	3,897
Boyd-Lunham Co. ....	3,049	3,529	3,160
Western Pkg. & Prov. Co. ....	9,670	8,592	9,080
Roberts & Oak. ....	804	3,067	4,765
Miller & Hart. ....	2,887	3,029	4,410
Independent Pkg. Co. ....	2,425	3,310	55
Brennan Pkg. Co. ....	6,800	4,000	5,220
Agar Pkg. Co. ....	4,172	2,291	1,942
Total ....	57,499	48,429	47,440

## CHICAGO RETAIL FRESH MEATS

### Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end. ....	25	22	12
Rib roast, light end. ....	40	28	20
Chuck roast. ....	26	20	14
Steaks, round. ....	45	30	20
Steaks, sirloin, first cut. ....	45	32	22
Steaks, porterhouse. ....	50	37	25
Steaks, flank. ....	28	25	18
Beef stew, chuck. ....	20	18	12 1/2
Corned briskets, boneless. ....	24	22	18
Corned plates. ....	16	12	10
Corned rumps, boneless. ....	25	22	18

### Lamb.

	Good.	Com.
Hindquarters. ....	35	25
Legs. ....	40	30
Stews. ....	20	15
Chops, shoulder. ....	25	20
Chops, rib and loin. ....	55	25

### Mutton.

Legs. ....	26	..
Stew. ....	19	..
Shoulders. ....	18	..
Chops, rib and loin. ....	35	..

### Pork.

Loins, whole, 8@10 av. ....	36	@40
Loins, whole, 10@12 av. ....	34	@36
Loins, whole, 12@14 av. ....	31	@34
Loins, whole, 14 and over. ....	25	@30
Chops. ....	35	@40
Shoulders. ....	20	@22
Butts. ....	28	@28
Spareribs. ....	22	@22
Hocks. ....	14	@14
Leaf lard, unrendered. ....	15	@15

### Veal.

Hindquarters. ....	36	@40
Forequarters. ....	18	@24
Legs. ....	36	@40
Breasts. ....	14	@18
Shoulders. ....	12	@24
Cutlets. ....	24	@24
Rib and loin chops. ....	45	@45

### Butchers' Offal.

Suet. ....	6	@6
Shop fat. ....	8	@8
Bones, per 100 lbs. ....	50	@50
Calf skins. ....	17	@17
Klips. ....	20	@20
Deacons. ....	12	@12

## CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of Soda, 1 c. i. Chicago.....	9%	
Double refined saltpetre, grand., L.E.L.....	6%	5%
Crystals .....	8	7%
Double refined nitrate of soda, f. o. b. N. Y. S. S., carloads.....	3%	3%
Less than carloads, granulated.....	4%	4
Crystals .....	5%	5
Kegs, 100@200 lbs., 1c more.....		
Boric acid, in carloads, powdered, in bbls.	8%	8%
Crystals to powdered, in bbls., in 5-ton lots or more.....	9%	9%
In bbls. in less than 5-ton lots.....	8%	9
Borax, carloads, powdered, in bbls.....	5	4%
In ton lots, gran. or powdered, in bbls.	5	
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago bulk .....		\$6.60
Medium, car lots, per ton, f.o.b. Chicago, bulk .....		9.10
Rock, carlots, per ton, f.o.b. Chicago.....		6.10
Sugar—		
Raw sugar, 96 basis, f. o. b. New Orleans.....		@4.00
Second sugar, 90 basis.....		None
Syrup, testing 63 and 65 combined sacrose and invert, New York .....		@.40
Standard granulated f.o.b. refiners (2%).		@5.70
Packers' curing sugar, 100 lb. bags, f.o.b.....		@2.50
Packers' curing sugar, 250 lb. bags, f.o.b.		
Reserve. Ia.: less 2%.....		@5.10



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Week ending Oct. 15.	Cor. week, 1926.
Prime native steers.....	22 1/2 @ 23
Good native steers.....	19 @ 22
Medium steers.....	16 @ 17
Heifers, good.....	14 @ 20
Cows.....	11 @ 16
Hind quarters, choice.....	27 @ 29
Fore quarters, choice.....	17 @ 20

## Beef Cuts.

Steer Loins, No. 1.....	@ 47	@ 33
Steer Loins, No. 2.....	@ 41	@ 30
Steer Short Loins, No. 1.....	@ 54	@ 38
Steer Short Loins, No. 2.....	@ 32	@ 25
Steer Loin Ends (hips).....	@ 31	@ 25
Steer Loin Ends, No. 2.....	@ 30	@ 25
Cow Loins.....	@ 18	@ 21
Cow Short Loins.....	@ 18	@ 21
Cow Loin Ends (hips).....	@ 18	@ 21
Steer Ribs, No. 1.....	@ 34	@ 23
Steer Ribs, No. 2.....	@ 31	@ 23
Cow Ribs, No. 1.....	@ 18	@ 16
Cow Ribs, No. 2.....	@ 18	@ 16
Cow Ribs, No. 3.....	@ 11	@ 12
Steer Rounds, No. 1.....	@ 20	@ 16 1/2
Steer Rounds, No. 2.....	@ 19	@ 17
Steer Chucks, No. 1.....	@ 17	@ 12 1/2
Steer Chucks, No. 2.....	@ 15	@ 12
Cow Rounds.....	@ 15	@ 14 1/2
Cow Chucks.....	12 @ 12 1/2	@ 10
Steer Plates.....	@ 18	@ 9 1/2
Medium Plates.....	@ 18	@ 9
Briskets, No. 1.....	@ 20	@ 14
Briskets, No. 2.....	@ 12	@ 12
Steer Navel Ends.....	@ 11	@ 7
Cow Navel Ends.....	@ 9	@ 7
Fore Shanks.....	@ 8 1/2	@ 6
Hind Shanks.....	@ 7 1/2	@ 6
Rolls.....	@ 20	@ 21
Strip Loins, No. 1, boneless.....	@ 80	@ 50
Strip Loins, No. 2.....	@ 40	@ 45
Strip Loins, No. 3.....	@ 34	@ 35
Sirloin Butts, No. 1.....	@ 34	@ 30
Sirloin Butts, No. 2.....	@ 30	@ 28
Sirloin Butts, No. 3.....	@ 15	@ 15
Beef Tenderloins, No. 1.....	@ 70	@ 25
Beef Tenderloins, No. 2.....	@ 65	@ 25
Rump Butts.....	@ 18	@ 18
Flank Steaks.....	@ 20	@ 18
Shoulder Clods.....	@ 15	@ 18
Hanging Tenderloins.....	@ 10	@ 10

## Beef Products.

Brains (per lb.).....	9 1/2 @ 11	10 @ 11
Hearts.....	@ 10	@ 12
Tongues.....	@ 29	21 1/2 @ 25
Sweetbreads.....	@ 38	@ 38
Ox-Tail, per lb.....	10 @ 11	10 @ 11
Fresh Tripe, plain.....	@ 8	@ 4
Fresh Tripe, H. C.....	@ 7 1/2	@ 6 1/2
Livers.....	@ 14	9 1/2 @ 13
Kidneys, per lb.....	@ 10	10 @ 10 1/2

## Veal.

Choice Carcass.....	25 @ 26	21 @ 24
Good Carcass.....	22 @ 24	16 @ 20
Good Saddle.....	28 @ 32	25 @ 32
Good Backs.....	@ 20	16 @ 17
Medium Backs.....	10 @ 12 1/2	9 @ 12

## Veal Products.

Brains, each.....	@ 12	@ 11
Sweetbreads.....	@ 65	50 @ 60
Calf Livers.....	49 @ 50	@ 41

## Lamb.

Choice Lambs.....	@ 27	@ 27
Medium Lambs.....	@ 25	@ 25
Choice Saddles.....	@ 30	@ 32
Medium Saddles.....	@ 28	@ 30
Choice Fores.....	@ 20	@ 20
Medium Fores.....	@ 18	@ 18
Lamb Pries, per lb.....	@ 32	@ 32
Lamb Tongues, each.....	@ 13	@ 13
Lamb Kidneys, per lb.....	@ 30	@ 25

## Mutton.

Heavy Sheep.....	@ 8	@ 8
Light Sheep.....	@ 13	@ 14
Heavy Saddles.....	@ 12	@ 12
Light Saddles.....	@ 15	@ 16
Heavy Fores.....	@ 7	@ 8
Light Fores.....	@ 12	@ 12
Mutton Legs.....	@ 17	@ 18
Mutton Loins.....	@ 18	@ 15
Mutton Stew.....	@ 9	@ 9
Sheep Tongues, each.....	@ 13	@ 13
Sheep Heads, each.....	@ 10	@ 10

## Fresh Pork, Etc.

Dressed Hogs.....	@ 20	@ 25
Pork Loins, 8@10 lbs. avg.....	31 @ 32	30 @ 31
Hams.....	@ 22	@ 22
Belles.....	@ 20	@ 20
Calas.....	@ 18	@ 20
Skinned Shoulders.....	18 1/2 @ 19	20 @ 21
Tenderloins.....	60 @ 65	58 @ 60
Spare Ribs.....	17 @ 18	@ 17
Leaf Lard.....	14 1/2 @ 15	15 @ 15 1/2
Butts.....	24 @ 25	15 @ 15
Hocks.....	14 @ 15	14 @ 15
Tails.....	@ 15	14 @ 15
Neck Bones.....	@ 6	@ 6
Slip Bones.....	@ 12	@ 14
Blade Bones.....	@ 15	14 @ 15
Pigs' Feet.....	@ 6	@ 6
Kidneys, per lb.....	@ 6	@ 9
Livers.....	@ 5	@ 5 1/2
Brains.....	@ 14	@ 15
Ears.....	@ 6	@ 9
Snouts.....	8 @ 9	@ 8
Heads.....	9 @ 10	@ 10

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	@ 29
Country style sausage, fresh in link.....	@ 21
Country style sausage, fresh in bulk.....	@ 19
Country style sausage, smoked.....	@ 25
Mixed sausage, fresh.....	@ 18
Frankfurts in sheep casings.....	@ 21
Frankfurts in hog casings.....	@ 19
Bologna in beef bungs, choice.....	@ 17 1/2
Bologna in cloth, paraffined, choice.....	@ 15 1/2
Bologna in beef middles, choice.....	@ 18
Liver sausage in hog bungs.....	@ 24
Liver sausage in beef rounds.....	@ 13
Head cheese.....	@ 17
New England luncheon specialty.....	@ 27
Liberty luncheon specialty.....	@ 20
Mixed luncheon specialty.....	@ 18
Tongue sausage.....	@ 23
Blood sausage.....	@ 17
Polish sausage.....	@ 19
Souse.....	@ 16

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@ 51
Cervelat, choice, in hog bungs.....	@ 49
Cervelat, new condition, in beef middles.....	@ 26
Thuringer Cervelat.....	@ 26
Farmer.....	@ 31
Holsteiner.....	@ 30
B. C. Salami, choice.....	@ 48
Milano Salami, choice in hog bungs.....	@ 50
B. C. Salami, new condition.....	@ 26
Prissas, choice, in hog middles.....	@ 26
Genoa style Salami.....	@ 56
Pepperoni.....	@ 41
Mortadella, new condition.....	@ 26
Capicola.....	@ 64
Italian style hams.....	@ 42
Virginia hams.....	@ 68

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$6.50
Large tins, 1 to crate.....	7.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.00
Large tins, 1 to crate.....	9.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00

## SAUSAGE MATERIALS.

Regular pork trimmings.....	14 @ 15
Special lean pork trimmings.....	17 @ 17 1/2
Extra lean pork trimmings.....	18 1/2 @ 19
Neck bone trimmings.....	@ 16
Pork cheek meat.....	14 @ 14 1/2
Pork hearts.....	9 1/2 @ 10
Native boneless bull meat (heavy).....	13 1/2 @ 13 3/4
Boneless chucks.....	12 1/2 @ 12 1/2
Shank meat.....	@ 11 1/2
Beef trimmings.....	11 1/2 @ 11 1/2
Beef hearts.....	@ 11
Beef cheeks (trimmings).....	@ 10 1/2
Dr. canner cova, 300 lbs. and up.....	9 @ 9 1/2
Dressed canners, 350 lbs. and up.....	@ 9 1/2
Dr. bologna bulls, 500@700 lbs.....	10 1/2 @ 10 3/4
Beef tripe.....	4 1/2 @ 5
Cured pork tongues (can. trim.).....	14 @ 14 1/2

(These are prices to wholesalers on material packed in new slack barrels for shipment.)

## SAUSAGE CASINGS.

(F. O. B. CHICAGO)

Beef Casings:	
Domestic rounds.....	@ 25
Wide export rounds.....	@ 46
Medium export rounds.....	@ 30
Narrow export rounds.....	35 @ 37
No. 1 weasands.....	@ 13
No. 2 weasands.....	@ 6
No. 1 domestic bungs.....	@ 23
No. 2 bungs.....	@ 15
Regular middles.....	@ 1.15
Selected wide middles.....	@ 2.50
Dried bladders:	
12/15.....	@ 2.50
10/12.....	@ 1.90
8/10.....	@ 1.60
6/8.....	@ 1.10

## Hog Casings:

Narrow, per 100 yds.....	@ 3.50
Narrow, med., per 100 yds.....	@ 2.50
Medium, per 100 yds.....	@ 2.00
Wide, per 100 yds.....	@ 1.50
Export bungs.....	@ 40
Large prime bungs.....	@ 26
Medium prime bungs.....	@ 20
Small prime bungs.....	@ 11
Middles.....	16 @ 18
Stomachs.....	.06 @ .08
Bladders.....	.06 @ .08

Quotations for large lots. Smaller quantities at usual advance.

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	17.50
Pork tongue, 200-lb. bbl.....	63.00
Lamb tongues, long cut, 200-lb. bbl.....	42.00
Lamb tongues, short cut, 200-lb. bbl.....	61.00

## BARRELED PORK AND BEEF.

Mess pork, regular.....	30.00
Family back pork, 20 to 34 pieces.....	35.00
Family back pork, 35 to 45 pieces.....	37.00
Clear back pork, 40 to 50 pieces.....	29.00
Clear plate pork, 35 to 45 pieces.....	23.50
Clear plate pork, 25 to 35 pieces.....	25.00
Briquet pork.....	28.00
Bean pork.....	25.00
Plate beef.....	22.00
Extra plate beef, 200 lb. bbls.....	23.50

## COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.67 1/2 @ 1.72 1/2
Oak pork barrels, black iron hoops.....	1.90 @ 1.95
Ash pork barrels, galv. iron hoops.....	1.87 1/2 @ 1.92 1/2
White oak ham tierces.....	@ 3.40
Red oak ham tierces.....	2.52 1/2 @ 2.55
White oak lard tierces.....	2.72 1/2 @ 2.75

## OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@ 25
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@ 22 1/2
Nut margarine, 1 lb. cartons, f.o.b. Chicago (30 and 60 lb. solid packed tubs, 1c per lb. less.).....	@ 18
Pastry oleomargarine, 60-lb. tubs, f.o.b. Chicago.....	@ 17

## DRY SALT MEATS.

Extra short clears.....	@ 13 1/2
Extra short ribs.....	@ 13 1/2
Short clear middles, 60-lb. avg.....	@ 14
Clear bellies, 18@20 lbs.....	@ 15
Clear bellies, 14@16 lbs.....	@ 16 1/2
Rib bellies, 20@25 lbs.....	@ 14 1/2
Rib bellies, 25@30 lbs.....	@ 14 1/2
Fat backs, 10@12 lbs.....	@ 11 1/2
Fat backs, 12@14 lbs.....	@ 12 1/2
Fat backs, 14@16 lbs.....	@ 13 1/2
Regular plates.....	@ 11 1/2
Butts.....	@ 12

## WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	@ 24 1/2
Skinned hams, fancy, 16@18 lbs.....	@ 24 1/2
Standard regular hams, 12@14 lbs.....	@ 25
Picnics, 6@8 lbs.....	@ 19
Standard bacon, 10@12 lbs.....	@ 37 1/2
Standard bacon, 12@14 lbs.....	@ 37 1/2
Standard bacon strips, 6@7 lbs.....	@ 28
Cooked hams, choice, skin on, surplus fat off.....	@ 35
Cooked hams, choice, skinned, surplus fat off.....	@ 35
Cooked hams, choice, skinned, surplus fat off.....	@ 37
Cooked picnics, skin on, surplus fat off.....	@ 24
Cooked picnics, skinned, surplus fat off.....	@ 25
Cooked loin roll, smoked.....	@ 43

## ANIMAL OILS.

Prime lard oil.....	16 @ 16 1/2
Extra winter strained.....	@ 13
Extra lard oil.....	12 1/2 @ 13
Extra No. 1 lard.....	11 1/2 @ 12 1/2
No. 1 lard oil.....	10 @ 11
No. 2 lard oil.....	10 @ 10 1/2
Acidless tallow oil.....	10 1/2 @ 11 1/2
Pure neatfoot oil.....	16 @ 16 1/2
Extra neatfoot oil.....	12 @ 12 1/2
No. 1 neatfoot oil.....	10 1/2 @ 11 1/2

## LARD (Unrefined).

Prime, steam, cash, tierces.....	@ 12.35
Prime, steam loose.....	@ 12.35
Leaf, raw.....	@ 12.75
Neutral lard.....	@ 15.50

## LARD (Refined).

Pure lard, kettle rendered, per lb.....	12.37 @ 12.50
Pure lard, tierces.....	@ 12.50
Compound.....	13.25 @ 13.37

## OLEO OIL AND STEARINE.

Oleo oil, extra.....	14 1/2 @ 14 3/4
Oleo stocks.....	13 @ 13 1/2
Prime No. 1 oleo oil.....	13 @ 13 1/2
Prime No. 2 oleo oil.....	12 1/2 @ 13
No. 3 oleo oil.....	12 @ 12 1/2
Prime oleo stearine, edible.....	12 1/2 @ 13

## TALLOW AND GREASES.

Edible tallow, under 2% acid, 45 titre.....	10 1/2 @ 10 1/2
Prime packers' tallow.....	8 1/2 @ 8 1/2
No. 1 tallow, basis 10% f.f.a. 42 titre.....	7 1/2 @ 8
No. 2 tallow, basis 40% f.f.a. 40 titre.....	6 @ 7
Choice white grease, max. 4% acid, loose.....	9 @ 9 1/2
Chicago.....	9 @ 9 1/2
B-White grease, max. 5% acid.....	7 1/2 @ 8 1/2
Yellow grease, 12-15 f.f.a.....	7 1/2 @ 7 1/2
Brown grease, 40 f.f.a.....	6 1/2 @ 7

## VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley points, nom., prompt.....	9 1/2 @ 10
White, decolorized in bbls., c.a.f. Chicago.....	12 1/2 @ 12 1/2
Yellow, decolorized in bbls.....	12 1/2 @ 12 1/2
Soap stock, 50% f.f.a. basis, f.o.b. mills.....	@ 2 1/2
Corn oil, in tanks, f.o.b. mills.....	9 1/2 @ 10
Soya bean oil, seller's tank, f.o.b. coast nom.....	@ 9 1/2
Cocconut oil, seller's tank, f.o.b. coast.....	@ 8 1/2
Refined in bbls., c.a.f., Chicago, nom.....	10 1/2 @ 10 1/2

## FERTILIZERS.

Blood, unground and ground.....	\$ 5.00 @ 5.10
Hooftmeal.....	3.15 @ 3.25
Ground fertilizer tankage, 10%.....	@ 3.75
Ground fertilizer tankage, 6 to 9%.....	@ 3.50
Ground raw bone, per ton.....	32.00 @ 36.00
Ground steam bone, per ton.....	30.00 @ 32.00
Unground steam bone, per ton, 18% moisture.....	24.00 @ 25.00
Unground steam bone, per ton.....	31.00 @ 33.00
Unground bone tankage, per ton.....	23.00 @ 24.00

## HORNS, HOOFS AND BONES.

No. 1 horns, 75 lb. average per ton.....	\$185.00 @ 200.00
No. 2 horns, 40 lb. average, per ton.....	125.00 @ 135.00
No. 3 horns.....	75.00 @ 100.00
Horns, black and striped.....	40.00 @ 50.00
Hoofs, white.....	75.00 @ 80.00
Round shin bones, heavies.....	90.00 @ 100.00
Round shin bones, lights and med.....	55.00 @ 65.00
Heavy fats.....	55.00 @ 65.00
Light fats.....	47.50 @ 55.00
Thin bones, heavies.....	90.00 @ 100.00
Thin bones, light and med.....	45

# Retail Section

## Million Dollar Business

### Methods Which Built One of Largest Meat Shops on Pacific Coast

Few retail meat dealers can ever hope to do a business in excess of \$1,000,000 a year.

However, this need not prevent them from setting that goal as their ambition, and by consistent and persistent efforts attempting to reach it.

If they never get anywhere near the mark, one thing is certain—those who try will get further and achieve more than those who are content with things as they are.

To achieve success in the retail meat business depends on the thoroughness with which numerous details are handled—some more important than others, but none so unimportant as to be neglected.

And it is interesting to note that successful retailers are ever on the alert for new ideas to use in their shops—ideas that will increase their volume of business, enable them to render better service, reduce operating expenses and increase profits.

They study carefully the methods of others in the retail meat business, and adopt for their own use any ideas, methods and processes they find of value.

They know that while their own experience may be valuable, the experience of the other fellow is less expensive, and that no one man, regardless of his merchandising ability, can know all there is to know about the "game."

This article describes briefly one of the largest retail meat shops on the Pacific Coast and tells something of the methods by which it sells for cash each year in excess of \$1,000,000 worth of products. Those retail meat dealers looking for new business ideas will find interesting and valuable the information given.

## Selling Meats in Oakland

By Ruel McDaniel.

California is noted for its beautiful retail meat markets, and Oakland probably leads California cities in this respect. The Washington Market, Inc., is an outstanding example and a reason for Oakland's distinction.

Few meat markets in the country match this one in beauty, sanitation and general appearance. And that is not all. The firm does an enormous business and makes a satisfactory net profit, proving that beauty in a meat market pays.

Until about three years ago the Washington Market was known as Lesser Bros. It is owned principally by J. H. Lesser, the founder and president of the Washington Market, Inc.

### Sanitation a Big Feature.

About 20 years ago Mr. Lesser opened his original market at Ninth and Washington streets. The place was small, but it was sanitary and attractive. It proved to

Mr. Lesser that these factors, even in those days, were appreciated by the public; and step by step he has improved them in his business as he has enlarged his plant.

The firm moved into its present home a little over three years ago. In addition to this main market, the company operates two smaller places in Berkeley, and a department in a store in Oakland.

The firm owns and operates every department of the Washington Market proper; and the annual volume of business runs above \$1,000,000. It takes between 95 and 100 men and women to operate the business.

Mr. Lesser spends about \$15,000 a year in newspaper advertising to sell the public beauty, cleanliness and sanitation in the market business.

### A Cash and Carry Business.

As big as the volume may seem, it is notable that the business is all done for cash, with the exception of sales to restaurant owners who have a regular credit rating. The market does not make retail deliveries of anything.

In other words, it is strictly "cash and carry," except to wholesale buyers.

In order to provide a service for customers, however, there is a force of "bus boys" whose duties are to help women customers with their bundles. If a woman has several bundles the boys take them, put them in a large sack or wrap them all in one bundle, and carry them to the customer's automobile, if it is anywhere in the vicinity of the market.

If she rides the street cars, the boys go with her, carrying the bundle, to where she catches her car, and help her on the car with her purchases. This is a service which has meant much in building good will for the firm, Mr. Lesser declares.

The Washington Market is one of these

super meat retailing organizations you sometimes dream about but seldom see. Its beauty and clock-like method of operation are amazing to even the most seasoned of meat men.

### Getting First-Class Equipment.

When the company secured the present location it spent about \$200,000 for equipment and fixtures to bring it up to the point which Mr. Lesser held as his ideal in meat merchandising.

The interior and front are of white tile throughout. The way in which employees work to keep their sections always looking white and clean govern, largely, their promotion.

Five janitors and a matron devote their time to seeing that the place is kept clean, sanitary and inviting. A vagrant speck of foreign matter in the Washington Market is a rare occurrence.

Although the firm owns and operates every department, each is highly departmentized, and each must stand on its own footing as to satisfactory volume and profits. Departments are as follows: Meats, poultry, fish, delicatessen, bakery, soda fountain and lunch, pastry, tea and coffee, bakery, fruits and vegetables.

### Manager for Each Department.

Each department is under a manager, who has under him, besides a force of salespeople, an assistant manager who "understudy's" the manager in preparation for assuming the latter's duties whenever the manager is on vacation, sick or is promoted.

The department manager is held personally responsible for the cleanliness, volume and profit of his department; and he not only receives a flat salary weekly but a share of the profits of his department at the end of the year. Obviously every department head watches for possible profit leaks and studies for means of plugging them, in addition to working for increased volume.

Some of the larger departments, especially meats and fish, are further sub-departmentized; that is, the products here are further segregated so that more system may be used in handling them. In such a department there are large, neat signs hanging overhead to direct the customer not only to the general department, but to the sub-department where she wishes to buy some specific kind of meat or fish.

### Refrigerated Display Cases.

Everything of a perishable nature is displayed under refrigeration. There is a continuous double display refrigerated counter case entirely around the back half of the store where meats, fish and poultry are displayed and sold.

In addition, in the meat department there is an additional large vertical glass display case, effectively refrigerated, back of the glass counters, for carrying and displaying larger cuts, beef quarters and halves, lamb and veal carcasses, etc. This section is primarily for display and nothing is sold directly out of it.

The front case forms the counter. The lower section is square and is primarily for display, little meats being actually sold out of here. It is cooled by brine pipes from above.

The second section of the case slopes and here the bulk of the meat is sold. It is cooled by brine pipes in the rear of the section. Meats are taken from the lower section to replace those above as sold.

### Cooled by Direct Expansion.

The vertical cases along the wall in back of the counter cases are refrigerated by the brine system, as are all other main floor refrigerating units. An automatic re-



EXTERIOR OF WASHINGTON MARKET.

One of the lightest and brightest spots in the city. Window displays of meats are of the most artistic character and constantly changed. Everything from a whole carcass to the smallest sausage products is displayed.



frigeration plant in the basement supplies the refrigeration. It is of 15-ton capacity and is driven by a 30-horse-power electric motor with short drive.

The system is half brine, with the balance direct expansion, the brine being used for the display cases and other main floor features and the direct expansion for the storage coolers and freezers. The brine is maintained at a temperature varying from 16 to 20 degrees by an automatic thermostatic control.

The market prepares practically everything it sells, with the exception, of course, of the meats. It has no slaughtering plant and buys all meats from slaughterers or packers.

It has a plant in the basement for preparing delicatessen foods, a bakery for cakes, bread and pastries, compartments for dressing fish and poultry. It smokes some of its own meats, having a smoke room guarded by double iron doors to prevent smoke from getting into the market itself. The firm makes its own sausage, and has an up-to-date sausage department.

#### Air is Washed and Cooled.

There is an automatic air-washing machine which pumps fresh, cooled air all over the store, as well as to the manufacturing departments in the basement where cooled air is needed. This is a unique installation and one of which Mr. Lesser is very proud.

This basement is one of the most interesting sections of the entire market. Although it is low ceilinged, the air is as fresh and sweet there as outdoors—and a lot cleaner!

In the basement poultry is dressed, and can be placed in a freezer to be held until needed. The sausage department is modern in every respect and is fully equipped. The smokehouses are also up-to-date, as is the bakery and delicatessen department. Both storage coolers and freezer are also located in the basement to care for product received.

The firm has an excellent system of serving customers, wrapping bundles and so on, that is a big factor in speeding up service and building goodwill.

#### Speeding Up Sales.

The entire section of the store where the meats, fish, poultry, etc., are sold, has a moving belt conveyor against the wall, practically unnoticed by the customer, because it is protected from interference by a cover-board.

The customer walks up to the proper department and orders her meat. The salesman has before him an automatic register, in which are three copies of the sales slip he makes out. Each set of slips bears a serial number, for which the department manager is held responsible.

The salesman writes down the customer's order, tears out two of the three copies and gives one to the customer. That closes the transaction so far as that counter is concerned. The salesman immediately places the order, with the slip, on the clean belt and it goes around to a wrapping counter. Here it is wrapped with the order slip tied on the outside of the package, and goes across a narrow aisle to the delivery counter.

#### How the System Works.

In the meantime the customer takes one of the slips and goes to the cashier in an elevated square in the center of the meats and related departments. She hands the slip, with the stated amount of cash, to the cashier, who makes the change, stamps the slip paid and gives it back to the customer.

She then proceeds to the delivery counter, where she presents her stamped slip and receives the package on the counter that bears a corresponding number. The system works so smoothly that by the time the customer has walked from the department where she made the purchase to the cashier, paid her bill and has



MEAT DEPARTMENT OF A MILLION DOLLAR MARKET.

Carcass meats are hung in the refrigerated cases behind the sales counters, while cuts are displayed in the refrigerated counter cases on two levels. Everything is handy to the salesman and attractively displayed for the customer.

This dealer believes in pricing goods as one means of speeding up sales and increasing volume.

reached the delivery counter, the package is wrapped and ready for her.

Each delivery girl is held responsible for seeing that every slip presented to her is marked paid by the cashier. She files her slips in their regular order, and these are used then to check up on the third copy of the order remaining in the automatic register in the department where the sale was made.

#### Salesmen Don't Wrap Bundles.

"This system makes it possible for our highest-priced men, those who actually sell the merchandise, to devote a maximum of their time to customers. They do not have to waste time wrapping meat and making change. This can be done just as efficiently by men and women who are not so valuable," explains C. H. Mohr, manager of the market. "It also saves the time and temper of the customer, because it avoids delay in being served, and it prevents congestion at any one point."

Each sub-department has its own individual set of Toledo scales, with the automatic register just back of the scales to save waste steps. Each department has a different color for sales slips, so that each is distinguishable from the other at a glance.

Mr. Lesser finds that a soda fountain is a distinct asset to the modern meat store, for several reasons. "One of the biggest helps our fountain and lunch department provides," says Mr. Lesser, "is that it helps us to equalize our day's business."

"By providing a modern fountain and lunch service, we are able to bring many women into the market in the morning while they are downtown doing other shopping, who would not come until late afternoon. While here they often buy their meats."

#### Soda Fountain a Help.

"Also, the lunch brings in many women who work in stores and offices nearby, at noon. While here eating their lunch they sometimes buy their meats and other foods for the evening meal, and save com-

ing back after the stores close. That helps in taking the six o'clock rush off our shoulders. The fountain also provides an additional outlet for meats and bakery products."

On Mr. Lesser's desk every morning is a report showing the volume of business done by each department during the previous day, and each month there is a report for each department for the entire month. Thus he keeps a close tab on the activities of each department and is able to spike any threatened drop in any given department before it has made any appreciable headway. He has a complete inventory taken of the place once a month, and some departments take inventory twice a month.

Being on one of the busiest retail streets in Oakland, the market has an opportunity to sell much merchandise through its display windows; and it utilizes this opportunity to the utmost.

#### Excellent Window Displays.

Mr. Lesser hires a man whose sole duties are the arranging of window displays, and he usually has several good ones. The windows are refrigerated by an overhead brine pipe, so that all kinds of meats may be carried for any reasonable time in the windows without danger of damage.

Both large and small cuts are shown in the displays. The small meats are removed and replaced by others daily. The large cuts, like quarters of beef or whole lambs, are changed about twice weekly; oftener if desired. The market usually ties up closely with all holidays and other seasonable events which offer an opportunity for selling special foods; and the windows and the newspaper advertising feature the same merchandise.

"We have never made a feature of price in our displays or advertising," declares Mr. Lesser. "We find that people come to a market like this for the cleanliness and quality they get, and we feature these always above price. Regardless of whether you sell for cash or credit, whether you do a hundred thousand or a

million dollars' worth of business a year, there is a surprising amount of people who will show their appreciation for quality over price."

#### NEW CHRISTMAS COOK BOOK.

Retailers, packers and others of the meat industry will soon have the opportunity of securing at cost price the new and "decidedly different" Christmas Greeting Cook Book for distribution among their trade. Preliminary announcement concerning the book has just been issued by the National Live Stock and Meat Board.

The title of the new book is "101 Meat Recipes Olde and New." It is to have an attractive cover printed in four colors, both front and back. Liberal space is provided on the front cover for imprinting the desired firm name and other material. This imprint will extend "Holiday Greetings from" the concern sending it out. This gives the book the appearance of having been produced by that concern.

This book is looked upon as the ideal Christmas gift for it will provide the housewife with something she will appreciate and use for a long time, while at the same time it is a business booster for the market distributing it. It is valuable advertising at exceptionally low cost.

In addition to 101 tested meat recipes for beef, veal, pork, and lamb, the book contains an illustrated section on table service, together with other interesting features.

If for any reason you fail to receive a sample copy of the new book, with complete information concerning it, from the National Live Stock and Meat Board, this will gladly be sent if you will drop a line to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

A more definite announcement about the new meat cook book will be made shortly.

#### TEACHING MEAT RETAILERS.

One of the most important pieces of constructive work adopted at the forty-second annual convention of the National Association of Retail Meat Dealers in Washington in August was the Educational Course. The instructional material for the two units of the course is the result of hard work on the part of the leaders in association work, and the Federal Board for Vocational Education.

It is hoped that those delegates who were fortunate enough to attend the convention have had an opportunity to read the material entitled "Pricing Fresh Meat." For those retailers who were not delegates or who were unable to attend because of stress of business, it may be said that it is a most complete work. Subdivision of the main theme are given over to such significant topics as "Essentials in Pricing Fresh Meat," "Figuring Overhead," "Figuring Sales Income," "Figuring Prices" and "Cutting Tests."

The best informed retailers from various cities went to Washington and gave unselfishly of their time and knowledge to make the information authentic. Aside from this aid, all previous government surveys on meat retailing were culled for the most specific information for this course. Mr. Earl W. Barnhart, chief of the Commercial Education Staff of the Federal Board for Vocational Education, organized all material into conference topics.

While it is true that the National Association of Retail Grocers was the first retail association to ask Federal aid in compiling educational material for the better-

### Tell Us Your Troubles

In this column the retail meat dealer's questions will be answered.

Address your inquiries to Retail Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

### Meats Turn Dark in Cooler

What causes cut meats to turn dark and dry in a retail cooler?

An Eastern provision dealer is having this trouble. He recently overhauled his cooler in order to get better results, but now finds the meat turns dark. He says:

Editor The National Provisioner:

Could you advise me in regard to the cause of my cut meats turning dark and dry in my retail cooler? I just rebuilt the bunkers, and have direct expansion coils and brine tubes for holdover.

I can get any desired temperature. I usually shut off at closing time, temperature 35 degs., and in the morning it is around 40 degs. when I start, but it seems as though all the juices of the fresh cuts have dried off and the meat has a dark, dry appearance.

Any advice you can suggest will be appreciated.

From the limited information given it is difficult to state positively what may be causing this retailer's trouble. It appears, though, as if the lack of moisture in the box may be the reason for the dark and dry condition of the meats.

Too low a back pressure on the ice machine may be the cause, or one of the causes, for the drying out of the air within the cooler. A low back pressure will frequently cause this condition. It is suggested that the back pressure be raised and the results on the meats noted.

If this does not correct the trouble some ventilation in the box evidently would be helpful, particularly at night, when the doors are not opened at intervals. This could be provided without harm, inasmuch as the temperature carried is lower than is needed.

ment of the grocery industry, it is to the great credit of retail meat dealers to state that educational meat courses have been established in Milwaukee under the auspices of the local association for more than four years.

In the last year, as a result of the impetus given the trend for retailer education, organized meat schools have been organized in Los Angeles, where Jesse K. Joy presides over the International Meat Trades School; in Spokane, Wash., where Charles E. Baten is Educational Director of the Spokane Retail Meat Dealers Association; and in Toledo, Ohio, where Thomas E. Lattin is chief instructor of the National Meats Schools. The Cleveland Retail Meat Dealers' Association has established a course for its members. New York and Detroit meat dealers have decided to take up the course.

The best part of this educational course is that the only energy required to enroll is a letter addressed to John A. Kotal, executive secretary of the National Association of Retail Meat Dealers, 5446 South Halsted street, Chicago. Mr. Kotal will explain it all.

#### NEWS OF THE RETAILERS.

A. J. Kraisinger has purchased the Public Meat Market, Alliance, Neb., from Frank Raska.

Bert Kingsley has purchased the Tripe meat market at Edison, Neb.

S. J. Holland has sold his meat business at Brooklyn, Ia., to W. M. Pickett.

Fred Sramek has purchased the meat market of N. L. Bradfield, North Judson, Indiana.

H. E. Berg has disposed of his meat market at Waupaca, Wis., to W. R. Schider.

James McAnally and Ray Corbin will engage in the meat business at Poplar, Mont.

A. R. Hussey has purchased the meat business of A. Quartermaine at San Gabriel, Cal.

Wm. Henning contemplates entering the meat business at Centerville, S. D.

Will Damron and Roy Sager will open a meat market at Oceanside, Cal.

M. R. Mills will engage in the meat business at Claremont, Cal.

Wagner & Flynn will add a meat department to their grocery store at Jerseyville, Ill.

The meat market of Joe Plummer, Tip-ton, Ind., recently damaged by fire, will reopen shortly.

The meat market of Otto McCay, in the Russell Bldg., Bicknell, Ind., was recently damaged by fire.

W. C. McNabb has purchased the Thomas meat market, Auburn, Ind.

Geo. Lehr has purchased the J. A. Scherer Meat Market in the Piggly Wiggly store at Hawthorne, Cal.

M. R. Karnel will engage in the meat business at 5514 Greenfield St., West Allis, Wis.

Frank Doerner and J. P. Boehm have purchased the Heinzel Meat Market at Sauk Rapids, Minn.

Fielden Poirer has purchased the Idaho Meat Market, Spirit Lake, Idaho.

The meat market of Geo. R. Murphy, Cedar Hill, Tenn., was recently damaged by fire.

Clyde Milroy has sold his meat business at Thedford, Nebr., to O. K. Anderson.

Harry Smith will engage in the meat business at Livingston, Mont.

John C. Heldt has purchased the Murrow meat market at Mitchellville, Ia.

The meat market of J. J. Pigman, Monahans, Texas, was recently damaged by fire.

J. B. Puckett will open a meat market in connection with his grocery store at Sayre, Okla.

Vern East and C. Horsman have purchased the meat market of H. J. Wiehe, Toronto, Kansas.

Mr. and Mrs. Pearl Scranton have purchased the City Meat Market, Neosho, Mo., from Mrs. Lincoln W. Roseberry.

Elmer Thompson will open a meat market and grocery at Cooleedge, Tex.

William Orf has purchased the meat market in the Claussen & Skaar store at Beatrice, Nebr.

The meat market of L. Doliac, Gulfport, Miss., was damaged by fire recently to the extent of \$1,500.

I. M. Tenburg has purchased the Palace Market, Kenedy, Tex., from Mack Callahan.

The meat market of Ed Nabors, Marlin, Tex., was recently damaged by fire.

John Smith will engage in the meat business at Friday Harbor, Wash.

J. S. Lloyd will establish a meat department in the Farmers' Market & Grocery at Roy, N. M.

O. E. Owens and T. H. Vawter will open the Broadway meat market at 229 Broadway, Hot Springs, Ark.

Harry Thorne has purchased the Peerless meat market and grocery, Amboy, Ind., of Glen Thompson.

W. J. Alderman and sons will engage in the meat business at Fairfax, S. D.

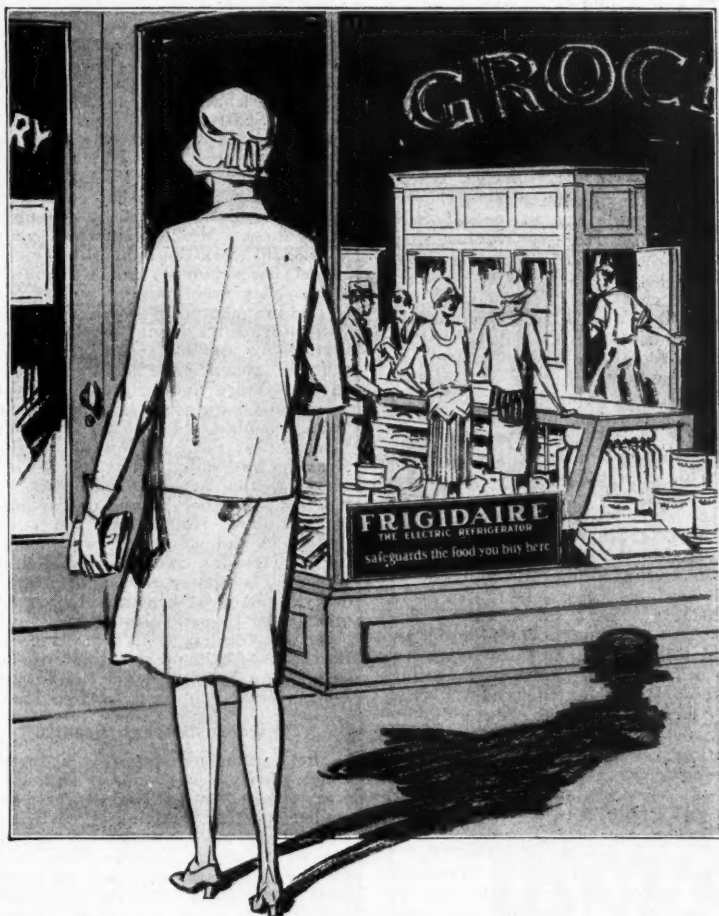
J. H. Schaefer will open a meat shop in the Rieland Bldg., Melrose, Minn.

F. M. Gibbon has purchased the meat and grocery business at 3704 Grant avenue, Fresno, Cal., from J. K. Phillips.

The Skaggs Saweway Stores is about to open a branch meat and grocery store at Salinas, Cal.



# What FRIGIDAIRE'S increasing popularity means to the Food Merchant



**F**RIGIDAIRE is rapidly becoming a household necessity even in the more modest homes.

The housewives of America realize the importance of good refrigeration. They want it in their homes and they certainly expect the foods they buy to be kept as pure and fresh as Frigidaire will keep them.

A woman who has Frigidaire in her home will unquestionably favor the merchant who safe-

guards her foods with the kind of refrigeration that her own experience tells her is best.

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Frigidaire know that it not only brings increased patronage, but that it more than pays its way in saving of time, labor and expense.

Let the nearby Frigidaire representative show you how you can make Frigidaire pay for itself—and show big profits. See him today.

**Low prices** on commercial Frigidaire equipment are still further reduced. Phone for our local representative to call and estimate on equipment for your store. There is no obligation.

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# New York Section

## Among Retail Meat Dealers

Washington Heights Branch, New York State Association of Retail Meat Dealers, held an interesting meeting on Tuesday evening of this week. A number of plans for the welfare of the Branch were suggested and these will be given careful consideration. Fred Hirsch and Gus Backes of the Bronx Branch and Louis Goldstein of Ye Olde New York Branch were visitors. At the next meeting on October 25th Dr. Jones, a physician authorized by the Department of Health, will be on hand to examine members and their help.

### Retail Meat Dealer Classes.

At the meeting of the directors of the New York State Association of Retail Meat Dealers on Monday evening, October 10th, the board sanctioned the supervision by the State Association of educational courses for the retail meat dealers of New York City. Jacob Bennet, C. P. A., whose experience has fitted him admirably as a conference leader, was chosen to conduct the course. Mr. Bennet will have the competent assistance of practical retail meat dealers who will assist in the work.

Classes will be limited to about twenty men. The courses will be covered in fifteen lessons, one evening a week, consisting of about two hours' work. The nominal fee of \$15 for the entire course will be payable in advance. The course has been outlined to thoroughly cover modern methods of conducting a retail meat business along scientific lines. Meat cutting tests, showing how to figure percentages, will be included in the course, as well as other practical information which will develop an efficient merchant.

The course is open to any individual who may desire to take it. To date several registrations have been made which include proprietors as well as employees. There will be separate classes for employees and employers.

### Jamaica Branch Activities.

The meeting of the Jamaica Branch on Tuesday evening, October 11th, was unusually interesting. Probably the most interesting part of the program was the practical talk given by Mrs. Clarruhan of the Institute of American Meat Packers. She called attention to the work being done in broadcasting practical meat talks over the radio. She told of the impression made on the housewife and the difference in the way a customer is handled in the various shops. She laid great stress on the necessity of cleanliness and the neat appearance of salesmen.

Several new members were proposed, contributing further to the rapid growth of the branch.

### Bronx Branch Meeting.

Another well attended and interesting meeting was held by the Bronx Branch on Wednesday evening of this week. Some new members were welcomed into the branch. There were reports on pending matters, among which was the "ladies' night" which is to be held at Ebling's Casino on November 6th, and also the annual ball which is to be held on December 11th. In connection with the latter the reports of the committee indicate that the program for this event will be the largest ever issued by the branch. Charles Hembdt, president of the Washington Heights Branch, was a visitor. Due to the fact that the first interbranch meeting will be held in Brooklyn on October 20th, the Bronx Branch has postponed its next meeting to October 26th, and the members will meet at 153rd Street and Brook

Avenue on October 20th and proceed in a body to the interbranch meeting.

### Eastern District Branch.

The second regular meeting of the Eastern District Branch was held Tuesday evening, October 4, at Schwaben Hall, Brooklyn. The attendance was very good and several new members were proposed and elected to membership.

The meeting was called to order by President Chas. A. Raedle, Jr., who called on Mr. Scott of the Frigidaire company, and he gave a very interesting and instructive talk on modern refrigeration. George Kramer, state president, spoke on the educational course and discussed some of the subjects which would be taken up during the course. Mr. Kramer told about the wonderful work the Sabbath Closing Committee has accomplished in the few weeks it has been functioning.

The branch endorsed the plan submitted for co-operative buying by the state association for the benefit of their members who will participate in all its advantages in the future and a great many orders were placed for paper, paper bags, etc.

W. H. Wild, a member of the board of directors of the newly-organized Jamaica Branch, was called upon and he told the members that his only regret was that he did not join some branch of the organization sooner. He said he never realized the wonderful work that was being done for the retailer, and he predicted that it was only a matter of a short time when every retail meat dealer will have to be a member of the organization.

It was decided at this meeting to hold the annual ball of the Eastern District Branch on Washington's Birthday night, February 22, 1928, at Schwaben Hall.

### Queensborough Branch.

The regular meeting of this newly-organized branch was held on Thursday evening, Sept. 29th. It was a very well attended meeting. Acting President H. J. Mathes, presided and called upon State President George Kramer, who spoke on the work the national and state associations were doing and the plans for the coming year.

J. Harrison was called upon and spoke of what has been done by the association and branches which could not have been accomplished without their aid. J. Rossman explained how the members of the association were saving large sums of money in the course of a year through the co-operative buying plan.

A meeting of the Ladies' Auxiliary, New York State Association of Retail Meat Dealers, was held at the Pythian Temple on Wednesday afternoon of this week. Among other matters taken up was the election of Mrs. William Kramer as corresponding secretary. The next meeting will be a social, and will take the form of a laundry package party, the price of admission being a package. President Mrs. Charles Hembdt and recording secretary Mrs. A. DiMatteo will be the hostesses. During the course of the meeting a minute's silence was observed in memory of the late Mrs. Fred Dietz. Mrs. Herman Stoff was presented with a beautiful gift to commemorate her silver anniversary.

Mr. and Mrs. William Kramer celebrated the tenth anniversary of their wedding on October 9th. Mr. Kramer is a member of Ye Olde New York Branch and Mrs. Kramer is corresponding secretary of the Ladies' Auxiliary, New York State Association of Retail Meat Dealers.

Mr. and Mrs. Oscar Schaefer celebrated the nineteenth anniversary of their wedding on October 11th. Mr. Schaefer is a member of Ye Olde New York Branch and Mrs. Schaefer is a member of the Ladies' Auxiliary New York State Association of Retail Meat Dealers.

### NEW YORK NEWS NOTES.

F. C. Rogers of Philadelphia and New York has communicated with his offices from California and reports that he and Mrs. Rogers have safely returned from the Yukon, where he was fortunate in bagging a goodly kill of "big game."

C. J. Stewart and D. J. Kuhahn, of the Cudahy Packing Company, Omaha, Nebr., were visitors to the city this week.

George A. Blair, general traffic manager, J. D. Cooney, legal department, H. J. Williams, provision department, and Ed. Sotek, summer sausage department, all of Chicago, were some of the visitors to Wilson & Company this week.

Robert Kramer, foreman of the curing department, Armour and Company, St. Joseph, Mo., has been transferred to the New York plant to take charge of the curing division there.

President F. Edson White, Vice-president T. G. Lee, and Treasurer Philip Reed of Armour and Company, Chicago, spent a few days in the city last week.

Following is a report of the New York City Health Department of the number of pounds of meat, poultry and game seized and destroyed in the City of New York during the week ending October 1, 1927: Meat—Brooklyn, 1,451 lbs.; Manhattan, 397 lbs.; total, 1,848 lbs. Poultry and game—Brooklyn, 202 lbs.; Manhattan, 164 lbs.; Queens, 80 lbs.; total 446 lbs.

Following is a report of the New York City Health Department of the number of pounds of meat, poultry and game seized and destroyed in the City of New York during the week ending September 24, 1927: Meat—Brooklyn, 50 lbs.; Manhattan, 56 lbs.; Queens, 5 lbs.; total, 111 lbs. Poultry and game—Brooklyn, 351 lbs.; Manhattan, 343 lbs.; Queens, 80 lbs.; total 774 lbs.

### MEAT TRADE RED CROSS CALL.

The entire wholesale meat field in New York City will be intensively covered in the 1927 Red Cross roll call, according to the plan of Miss Lillian M. Knoeller of Wilson & Co., who as volunteer chairman of a specially organized wholesale group, is already formulating a comprehensive roll call program. The retail meat trade will also be intensively covered in the campaign organization. Miss Knoeller, who also served as chairman of a similarly organized group in the roll call endeavor last year, anticipates even more generous support for the forthcoming appeal, and aims at a unanimous enrollment of the personnel throughout her field.

Included in the outstanding metropolitan activities of the Red Cross, for whose adequate maintenance the annual membership invitation is extended to every resident of the city, are the disaster relief and the public health program under which thousands of surgical dressings are supplied each year to local hospitals, and which also covers nursing service, first aid and work in home hygiene and care of the sick.



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**And It**  
**REPEATS**



**S**ALESMEN find Quality easy to sell because it is so well advertised to the retail trade.

And Quality keeps repeating because this newer and finer corned beef is packed in South America's finest grazing lands where the cost of production is so low that all the finest cuts of porterhouse and sirloin are included in its quality pack. Send for your free sample and examine Quality for yourself.

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We are interested in increasing our sales and profits. Send us prices and Free Sample of Quality Imported Corned Beef.

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 DAIRY FARM  
**SAUSAGE**

Butchers who do not make their own pork sausage can obtain a kind that will be most acceptable to their customers by writing to

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**THE NATIONAL PROVISIONER**

Our "Classified" Advertisements are on pages 70 and 71 in this issue. These little ads bring results far greater than their size. Use them to make your wants known.

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, prime, 100 lbs.	\$13.00@13.50
Cows, medium	5.00@ 6.50
Bulls, light to medium	5.00@ 6.00

## LIVE CALVES.

Calves, prime, 100 lbs.	\$18.00@18.50
Calves, common to medium, per 100 lbs.	13.50@16.00

## LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.	\$14.50@15.00
Sheep, 100 lbs.	2.00@ 7.00

## LIVE HOGS.

Hogs, heavy	@12.60
Hogs, medium	13.00@13.25
Hogs, 120 lbs.	@12.30
Roughs	9.75@10.00
Good Roughs	10.00@10.25

## DRESSED HOGS.

Hogs, heavy	@18.25
Hogs, 180 lbs.	@18.75
Hogs, 120 lbs.	@19.00
Pigs, 80 lbs.	@19.75
Pigs, under 140 lbs.	@19.25

## DRESSED BEEF.

### CITY DRESSED.

Choice, native heavy	.24 @25
Choice, native light	.25 @26
Native, common to fair	.21 @24

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	.22 @23
Native choice yearlings, 400@600 lbs.	.24 @25
Western steers, 600@800 lbs.	.17 @19
Texas steers, 400@600 lbs.	.13 @17
Good to choice heifers	.21 @22
Good to choice cows	.15 @16
Common to fair cows	.12 @13
Fresh bologna bulls	@12.25

## BEEF CUTS.

	Western.	City.
No. 1 ribs	.24 @25	31 @34
No. 2 ribs	.21 @23	28 @30
No. 3 ribs	.18 @21	24 @27
No. 1 loins	.20 @22	40 @44
No. 2 loins	.28 @29	34 @38
No. 3 loins	.22 @24	30 @33
No. 1 hinds and ribs	.20 @28	29 @33
No. 2 hinds and ribs	.24 @25	25 @28
No. 3 hinds and ribs	.21 @22	20 @24
No. 1 rounds	.10 @20	19 @20
No. 2 rounds	@18	@18
No. 3 rounds	@17	@17
No. 1 chucks	.17 @18	18 @20
No. 2 chucks	.14 @15	16 @17
No. 3 chucks	.12 @12	14 @15
Bolognas	@ 6	12% @13
Bolls, reg., 6@8 lbs. avg.	.22 @23	
Bolls, reg., 4@6 lbs. avg.	.17 @18	
Tenderloins, 4@6 lbs. avg.	.60 @70	
Tenderloins, 5@6 lbs. avg.	.80 @90	
Shoulder clods	.10 @11	

## DRESSED CALVES.

Prime	.20 @27
Choice	.22 @25
Good	.20 @21
Medium	.18 @19

## DRESSED SHEEP AND LAMBS.

Lambs, choice spring	.26 @27
Good lambs	.25 @26
Lambs, poor grade	.22 @25
Sheep, choice	.16 @17
Sheep, medium to good	.14 @15
Sheep, culls	.11 @12

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	.22 @23
Hams, 10@12 lbs. avg.	.21% @22% <sup>1</sup>
Hams, 12@14 lbs. avg.	.21 @22
Picnics, 4@6 lbs. avg.	.17 @17% <sup>1</sup>
Picnics, 6@8 lbs. avg.	.16% @17
Rollettes, 6@8 lbs. avg.	.16 @17
Beef tongue, light	.24 @26
Beef tongue, heavy	.26 @28
Bacon, boneless, Western	.27 @28
Bacon, boneless, city	.21 @22
Pickled bellies, 8@10 lbs. avg.	.18% @19

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.	33 @34
Pork tenderloins, fresh	.55 @60
Pork tenderloins, frozen	.40 @45
Shoulders, city, 10@12 lbs. avg.	.19 @20
Shoulders, Western, 10@12 lbs. avg.	.19 @20
Butts, boneless, Western	.25 @26
Butts, regular, Western	.24 @25
Hams, Western, fresh, 10@12 lbs. avg.	.21 @22
Hams, city, fresh, 6@10 lbs. avg.	.24 @25
Picnic hams, Western, fresh, 6@8 lbs. avg.	.15 @16
Pork trimmings, extra lean	.20 @21
Pork trimmings, regular 50% lean	.16 @17
Spare ribs, fresh	.17 @18

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs.	
per 100 pcs.	\$5.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	@ 75.00
Black hooft, per ton	45.00@ 50.00
Striped hooft, per ton	45.00@ 50.00
White hooft, per ton	@ 85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@100.00
Horns, avg. 7 1/2 oz. and over, No. 1s.	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s.	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s.	200.00@225.00

## FANCY MEATS.

Fresh steer tongues, untrimmed.	@28c a pound
Fresh steer tongues, 1 c. trim'd.	@38c a pound
Sweetbreads, beef	@65c a pound
Sweetbreads, veal	@1.00 a pair
Beef kidneys	@15c a pound
Mutton kidneys	@ 8c each
Livers, beef	@25c a pound
Oxtails	@16c a pound
Beef hanging tenders	@24c a pound
Lamb fries	@10c a pair

## BUTCHERS' FAT.

Shop fat	@ 2 1/2
Breast fat	@ 4 1/4
Edible suet	@ 6
Cond. suet	@ 4 1/4
Bones	@20

## SPICES.

	Whole.	Ground.
Allspice	19	22
Cinnamon	16	19
Cloves	21	26
Coriander	10	13
Ginger		16
Mace	1.08	1.18
Nutmeg		45
Pepper, black	39	42
Pepper, Cayenne	41	45
Pepper, red		40
Pepper, white	57	60

## GREEN CALFSKINS.

	5-9 9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 Veals	.22	2.60	3.05	3.25
Prime No. 2 Veals	.20	2.40	2.80	3.00
Buttermilk No. 1	.19	2.25	2.70	2.90
Buttermilk No. 2	.17	2.05	2.45	2.65
Branded Gruby	.11	1.40	1.75	1.95
Number 3			At Value	2.40

## CURING MATERIALS.

	Dbl. Bags	Bbls. per lb.
In lots of less than 25 bbls.:		
Double refined saltpetre, granulated	6c	5 1/2c
Double refined saltpetre, small crystal	7 1/2c	7 1/2c
Double refined large crystal saltpetre	8 1/2c	8 1/2c
Double refined nitrate soda, granulated	4c	3 1/2c
In 25 barrel lots:		
Double refined saltpetre, granulated	5 1/2c	5 1/2c
Double refined saltpetre, small crystal	7 1/2c	7 1/2c
Double refined saltpetre, large crystal	8 1/2c	8 1/2c
Double refined nitrate soda, granulated	3 1/2c	3 1/2c

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	.28 @31
Western, 48 to 54 lbs. to dozen, lb.	.26 @28
Western, 43 to 47 lbs. to dozen, lb.	.24 @26
Western, 36 to 42 lbs. to dozen, lb.	.22 @24
Western, 30 to 35 lbs. to dozen, lb.	.20 @22
Fowls—fresh—dry pkd.—prime to top—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	.32 @32
Western, 48 to 54 lbs. to dozen, lb.	.29 @30

Western, 43 to 47 lbs. to dozen, lb.	.27 @28
Western, 36 to 42 lbs. to dozen, lb.	.25 @25
Western, 30 to 35 lbs. to dozen, lb.	.23 @23
Fowls—frozen—dry packed—fair to good—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	.27 @30
Western, 55 to 59 lbs. to dozen, lb.	.27 @29
Western, 43 to 47 lbs. to dozen, lb.	.23 @25
Western, 30 to 35 lbs. to dozen, lb.	.19 @21

Ducks—	
Long Island, prime	@25
Squabs—	
White, 11 to 12 lbs. to dozen, per lb.	.60 @65
Prime, dark, per dozen	1.75@2.75

## LIVE POULTRY.

Fowls, colored, per lb., via express	.23 @27
Geese, swan, via express	@12
Turkeys, via express	....
Pigeons, per pair, via freight	@80
Guineas, per pair, via freight or express	@80

## BUTTER.

Creamery, extras (82 score)	@49
Creamery, firsts (90 to 91 score)	.45% @48
Creamery, seconds	.40 @41
Creamery, lower grades	.38% @39 1/2

## EGGS.

Extras, regular packed	.47 @50
Extra firsts	.42 @46
Firsts	.35 @40
Checks	.23 @26

## FERTILIZER MATERIALS.

### BASIS NEW YORK DELIVERY.

Ammonias.	
Ammonium sulphate, bulk, delivered per 100 lbs.	@2.40
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	@2.45
Blood, dried, 15-16% per unit	@4.60
Fish scrap, dried 11% ammonia, 10% B. P. L. f.o.b. fish factory	.85 & 10c
Fish guano, foreign 13@14% ammonia, 10% B. P. L.	.44 & 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A. f.o.b. fish factory	.35 & 50c
Soda Nitrate, in bags, 100 lbs. spot	@ 2.40
Tankage, ground 10% ammonia, 15% B. P. L. bulk	.47 & 10c
Tankage, unground, 9@10% ammonia	.42 & 10c

### Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@32.00
Bone meal, raw 4 1/2 and 50 bags, per ton	@38.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@ 9.00

### Potash.

Manure salt, 20% bulk, per ton	@11.70
Kalnit, 12.4% bulk, per ton	@ 9.00
Muriate in bags, basis 80%, per ton	@34.50
Sulphate in bags, basis 90%, per ton	@44.80

### Beef.

Cracklings, 50% unground	@ 1.25
Cracklings, 60% unground	@ 1.35

### Meat Scraps, Ground.

50%	@75.00
55%	@80.00

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending Oct. 6, 1927:

	Oct.	Sept.	30	1	8	4	5	6
Chicago	46	46 1/2	46	46	45	46	46	46
New York	49	49	49	49	49	49	49	49
Boston	48	48	48	48	48	48	48	48
Philadelphia	50	50	50	50	50	50	50	50

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

	43 1/2	43 1/2	43 1/2	42 1/2	43	43 1/2
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### Receipts of butter by cities (tubs).

	This week.	Last week.	Last year.	—Since Jan. 1—
Chicago	26,358	23,388	33,534	2,627,433
New York	51,870	42,313	43,836	2,943,528
Boston	14,701	10,514	12,304	1,041,684
Philadelphia	10,632	10,809	11,858	983,570

Total 103,361 87,024 101,532 7,496,215 7,335,494

### Cold storage movement (lbs.).

	In Oct. 6.	Out Oct. 6.	On hand Oct. 7.	Same week-day last year.
Chicago	6,030	179,153	26,380,737	28,845,556
New York	90,750	181,890	21,794,889	18,716,126
Boston	17,140	113,524	12,421,638	12,400,069
Philadelphia		62,629	5,031,725	4,696,397
Total	113,920	537,199	65,634,489	64,658,148



27.

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23

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21

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